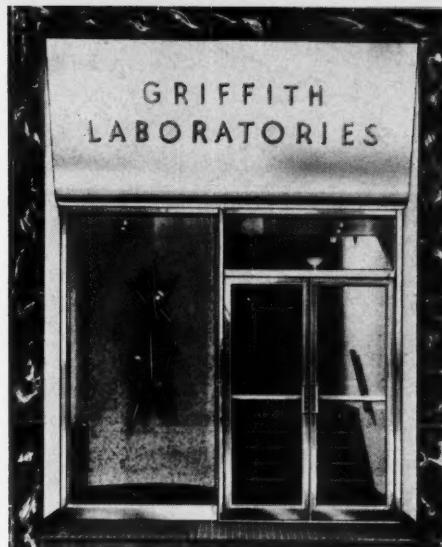


THE NATIONAL

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PRAGUE POWDER  
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SOLUBLE SEASONINGS  
PURIFIED GROUND SEASONINGS  
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MEAT SAUCES  
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*Where Many find the Answer to—  
"What's New in Foods?"*

The Griffith organization is unique—in its diversification, its laboratory and kitchen facilities and skills.

It is known for its service as specialists . . . in the Art of creating fine food formulas, and in the Science of faithfully repeating them.

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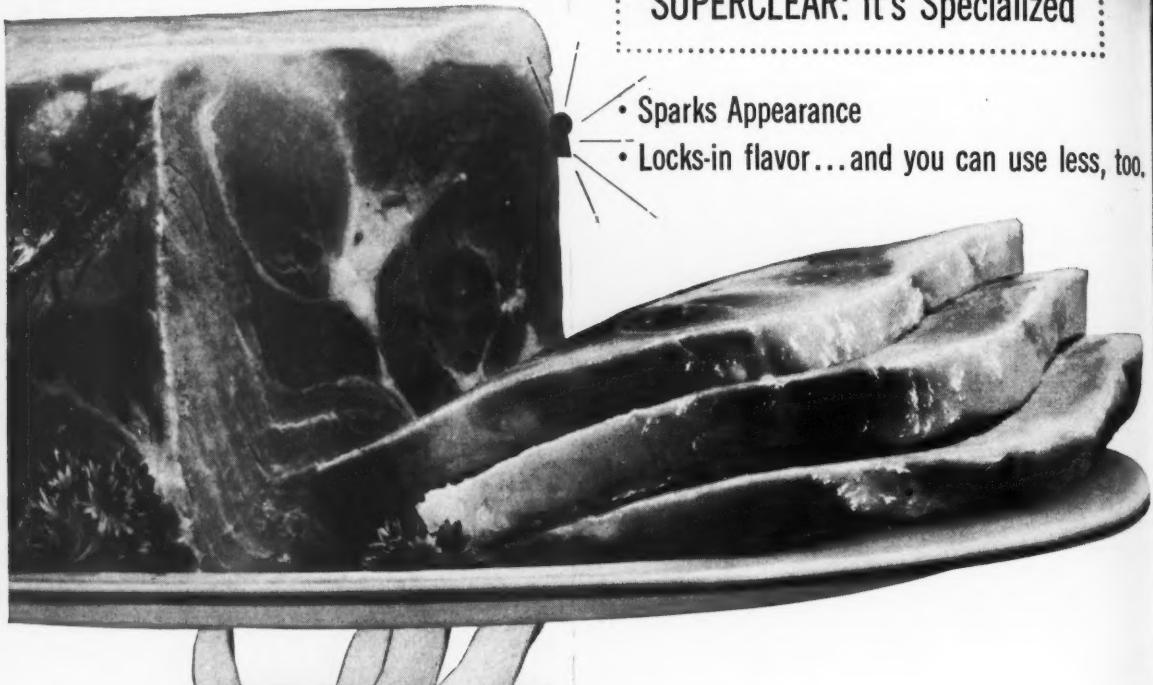


**THE GRIFFITH LABORATORIES, INC.**

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## SUPERCLEAR: It's Specialized

- Sparks Appearance
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As both a producer and a user of gelatin, Swift knows how to produce gelatin that is ideal for use with meat and meat products.

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105<sup>th</sup> YEAR

## MADE FOR MEAT BY PEOPLE WHO KNOW MEAT

Your customers want a real ham flavor, encased in a firm, tender jelly. Superclear binds the juices to lock-in natural flavor. It is high in strength to give and maintain that "just-right" firmness.

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ONE TRIAL IS BETTER THAN A THOUSAND CLAIMS

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GELATIN DEPARTMENT**  
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*To Serve Your Industry Better*  
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THROW AWAY THOSE WOODEN BRINE BARRELS!

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solid savings  
you can  
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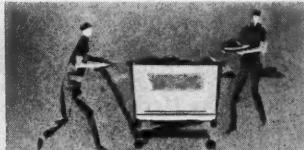
# plastic

MEAT BINS BY GOODYEAR!

—approved by the Meat Inspection Division of the U. S. Department of Agriculture and the American Meat Institute



1 **SAVE MONEY!** Reinforced plastic meat bins cost you only half as much as other approved containers, cost far less to maintain.



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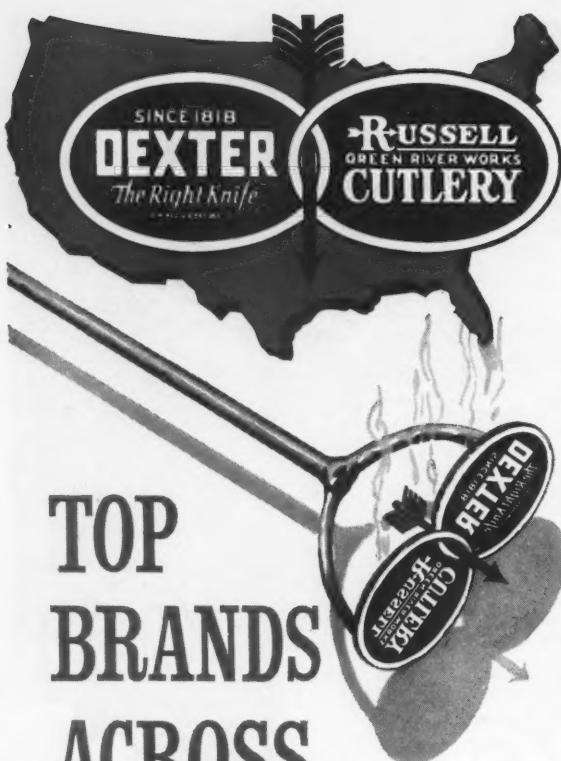
Built for rugged use, Goodyear *press-molded* meat bins are made of fiberglass impregnated with polyester resin, overlapped at the corners for double strength against bumps and knocks. The upper rim is also reinforced with a braided fiberglass "rope" that has the strength of 100 glass fishing rods. Interior smoothness is assured by a silken, fine-texture fiberglass mat. All of these materials become one integral unit under extreme heat and pressure in a giant 700-ton press which imparts tremendous structural strength and high resistance to impact. The result: a lightweight, long-lasting, moistureproof and easy-to-clean container that meets all government regulations.

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Plants in Akron, Ohio, and Litchfield Park, Arizona



# TOP BRANDS ACROSS THE LAND

Top packing house men know and depend on Dexter and Russell, top brands in cutlery. The balance means ease of handling and sureness of cut. The special steel holds a keen edge longer. The craftsmanship is traditional.

For day-in, day-out use, Dexters and Russells lighten every packing house job. If you use boners, stickers, skinners, butcher knives, steels or cleavers, you'll do a better, faster job with Dexters or Russells.

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AMERICA'S FOREMOST FINE CUTLERY  
SINCE 1818



**RUSSELL HARRINGTON CUTLERY COMPANY**  
Southbridge, Massachusetts

VOLUME 142 FEBRUARY 27, 1960 NUMBER 9



15 W. Huron St., Chicago 10, Ill.  
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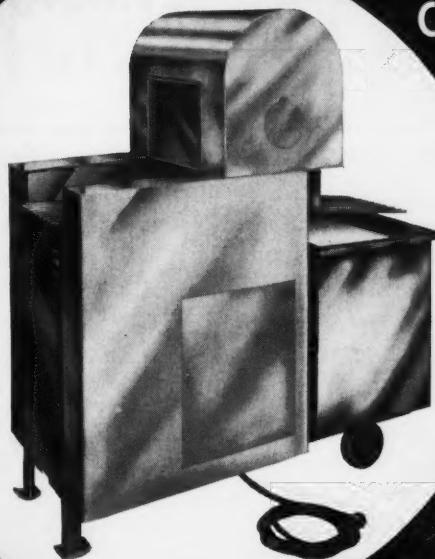
Published weekly at 15 West Huron St., Chicago 10, Ill., U.S.A., by The National Provisioner, Inc. Yearly subscriptions: U.S., \$4.00; Canada, \$5.00; Foreign countries, \$8.00. Single copies, 30 cents. Copyright 1960 by The National Provisioner, Inc. Trade mark registered in U.S. Patent Office. Entered as second-class matter October 9, 1919, at the Post Office at Chicago, Ill., under the act of March 3, 1879.

THE NATIONAL PROVISIONER, FEBRUARY 27, 1960

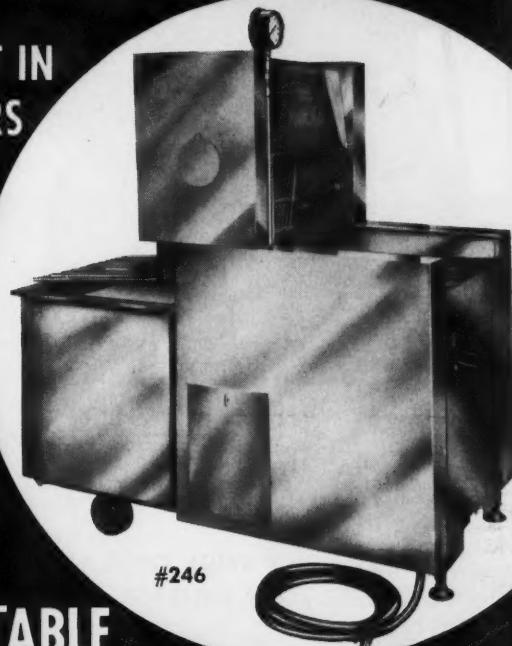
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CURE MEAT IN  
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MOVING TABLE

TO CAUSE MAINTENANCE PROBLEMS

Boss Permeators are of proven design . . . thoroughly satisfactory in performance . . . constructed of stainless steel for easy cleaning. A series of injections by stainless steel reciprocating needles perform the perfect permeation of pickle. 2 sizes

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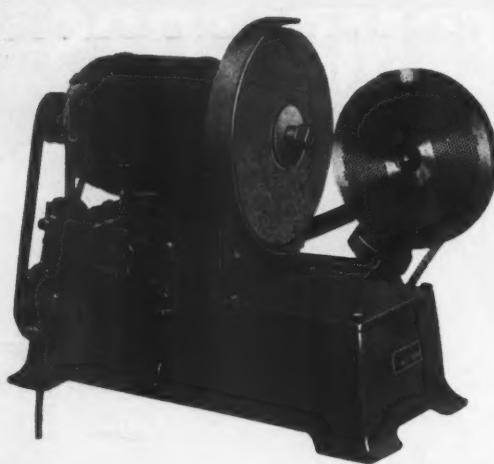
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FREE personal instructions are provided when Permeator is delivered, assuring perfect mechanical operation.

THE *Cincinnati* BUTCHERS' SUPPLY COMPANY  
CINCINNATI 16, OHIO





## only ONE Automatic Machine

**SHARPENS EVERY KNIFE OR PLATE  
YOU USE IN YOUR SAUSAGE KITCHEN!**



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The Automatic Grinder will pay for itself in savings! It assures faster production! Your finished products have better quality and texture. You gain in all ways when you have an Automatic Grinder in your plant.

Our illustrated folder will give you full details. Write for a copy!



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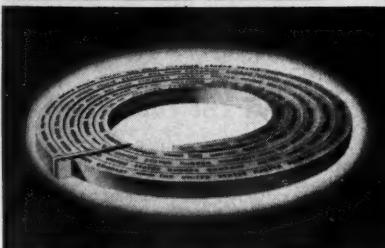
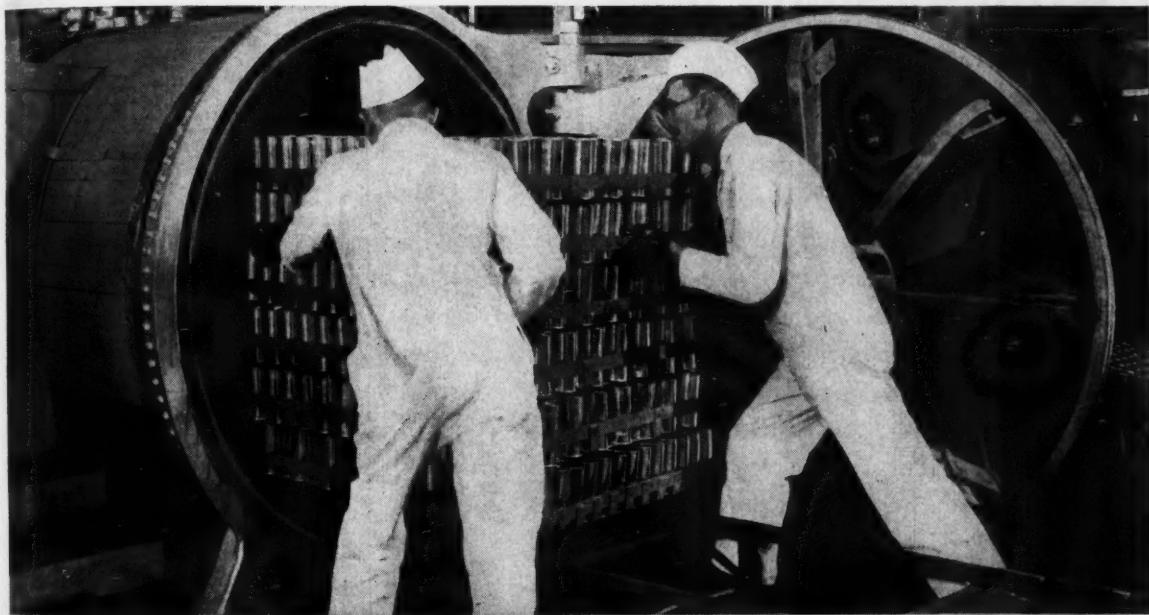
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Cooker Door Gaskets

# For Hot Cooking up to 350°



U. S. Peerless® Canvas Pump Packing (Style #463) is for use on inside packed pumps against hot or cold water, and for end rings in hydraulic sets. The method of manufacture reduces swelling to the minimum.



U. S. Eclipse® Red Tubular Gasketing (Style #803) is recommended especially for large exhaust heater doors and kettles where a large gasket is needed.



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U. S. Cooker Door Gaskets are especially designed for the food-processing industry... ideal to use on retort doors for pressure cooking, even up to 350°F. Being chemically inert, they also are fine gaskets for vats and kettles when cooking or processing soups, spaghetti, vegetables, pre-cooked meats, vegetable shortenings, and detergents. In all, U. S. Cooker Door Gaskets provide the food industry with a maximum of cook-

ing cycles, lowering costs by eliminating the need for frequent replacements. Insist on U. S. Cooker Door Gaskets when replacing your present ones.

When you think of rubber, think of your "U. S." Distributor. He's your best on-the-spot source of technical aid, quick delivery and quality industrial rubber products.



Mechanical Goods Division

**United States Rubber**

WORLD'S LARGEST MANUFACTURER OF INDUSTRIAL RUBBER PRODUCTS

Rockefeller Center, New York 20, N.Y.

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### **Patapar® offers a full range of F.D.A. Accepted wrappers and liners.**

All food packagers affected by the 1958 Food Additives Amendment to the Federal Food, Drug and Cosmetic Act will find it easier to achieve F.D.A. Accepted packaging by using Patapar. While Government scrutiny of food packaging grows more intense, Plain Patapar Vegetable Parchment can still offer absolute purity. That's because there aren't any additives in Plain Patapar. This Vegetable Parchment is a dense, fiber-free cellulose...whose natural qualities are purity, wet strength, grease and moisture resistance, good separation characteristics, and remarkable toughness. Furthermore, these qualities can be provided in varying degrees according to need.

Paterson will be glad to help you select the type Patapar which best suits your requirements. Code numbers and the corresponding characteristics of the Patapar vegetable parchments on the F.D.A. Accepted list fill up too much space to list here. If you would like specific information, simply fill out and mail the coupon for a sample package.



Paterson Parchment Paper Company, Bristol, Pennsylvania  
Please send me a sample package of F.D.A. Accepted Patapar®

Name  (please print)

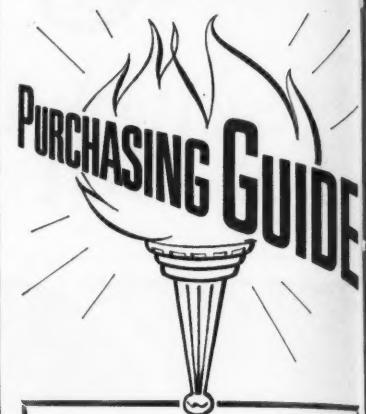
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Company

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City  Zone  State

**1960**



### **This Symbol**

... indicates those companies who are supplying specifications and detailed buying information on their products (or services) in the 1960-Purchasing Guide—to help you make better buying decisions.

Be sure to study their product information pages when consulting the Purchasing Guide.

#### **GET THE FULL STORY**

You're undoubtedly using the Purchasing Guide as a matter of course when working on buying decisions. Why not gain the greatest possible benefit from its use by making it your practice to study the special product information pages carried by many of the leading suppliers to your industry? Here is the place to go for detailed, specific information—the kind you need to make the best possible buying decisions.

The torch symbol is being used by many of our National Provisioner advertisers to indicate to you that they carry detailed product information in the pages of the 1960 Guide. Look for this symbol and let it light the way for you to better buying.

Now—get a  
selling edge with  
Du Pont's cellophanes  
for vacuum and gas  
packaging  
for luncheon meats  
and cheese

Only Du Pont offers you 5 different types of cellophane for coated and laminated structures for vacuum and gas packaging of meat and cheese.

This means you get and pay only for the amount of protection and durability your product needs. You eliminate costly, wasteful "overpackaging".

You get a selling edge with faster turnover. Because your product reaches the store at the peak of appeal. And combination structures made with Du Pont's 5 different types of cellophane show off and protect that appeal over its entire shelf life.

Result: More products enjoy the advantages of vacuum and gas packaging . . . sales go up!

**The man to see: Your Du Pont Authorized Converter\***. He has the know-how and the facilities to produce the package that's specifically suited to your needs. He'll help you choose the exact type of Du Pont cellophane that will give you the most protective . . . most profitable package.

\*For the names and addresses of Authorized Converters write to: E. I. du Pont de Nemours & Co. (Inc.), Film Department, Wilmington 98, Delaware.





# Blue Ribbon Superlatives!



## How small can cattle get?

Most record books give the miniature Blue Ribbon to a diminutive little miss named "Sally," a Dexter breed, standing only 34 inches. Strangely enough, Sally's home is the same as that of the world's largest ox, "Big Bill Campbell!" Next: *What country holds the most "unusual" cattle records?*

## Who's the largest exclusive meat casing manufacturer?

Tee-Pak, Inc., a multi-plant producer, is the largest corporation in the world devoted exclusively to the manufacture of meat casings. Casings are Tee-Pak's only business! Satisfying your casing requirements is Tee-Pak's only aim!



**Tee-Pak, Inc.** **Chicago** • San Francisco

Tee-Pak of Canada, Ltd. • Tee-Pak International Co., Ltd.

THE NATIONAL

# PROVISIONER

February 27, 1960

VOLUME 142 NO. 9

## Prices and Values

(Reprinted from the NP of June 12, 1964)

**PRODUCT** pricing problems which always confront the meat industry have a deep and direct significance for the DAILY MARKET AND NEWS SERVICE, which is operated by The National Provisioner publishing company. Because these problems are a part of our "daily bread" at the PROVISIONER, it is appropriate that some of their aspects be discussed here.

In this column during the next month we intend to talk about a market service—our own—and tell how it operates and discuss its advantages and limitations. We believe that both the meat industry and the DMS will benefit from such an explanation.

As a beginning we wish to state a principle: The DMS reports verified *prices* and interprets the market on the basis of *prices*. It does not claim to report *values*, nor does it believe that any agency could truthfully reflect values which would be acceptable to more than a handful of buyers and sellers in the meat industry.

Price is a fact; a carload of standard grade 10/12 bellies sold on the free market at a certain time at 21½¢, f.o.b. Chicago.

Value is an opinion and varies with the situation of the person making the evaluation.

The seller in the transaction mentioned above may have believed that the value of the bellies was 22¢, because they cost him that much to produce. The buyer may have believed that he would have a hard job moving them through the retail level to consumers if he paid higher than 21¢. The price of 21½¢ represented the level at which the two ideas of value were compromised.

Under other circumstances of supply and demand the seller, or the buyer, may be able to impose his idea of value on his opposite. Whatever the circumstances, the result is a price—and the price is a fact which any packer or processor should use or reject or weight or discount according to his own situation.

As will be explained later in this series, the DMS employs the skill acquired during 35 years of service in quoting prices. It is in this application of considered judgment by editors who have had years of experience in selling and/or buying meats and by-products—in this winnowing of the grain from the chaff and the stuff from the guff—that the DMS differs from services which parrot unquestioningly what is reported to them.

## News and Views

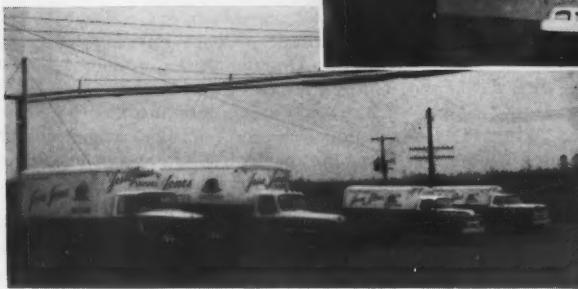
**The Same Officers** will head the Western States Meat Packers Association in the 1960-61 year. Re-elected at the group's 14th annual meeting in San Francisco late last week were: president and general manager, E. Floyd Forbes; chairman of the board, Glenn Taylor, Modesto Meat Co., Modesto, Cal.; secretary, Eugene Ranconi, Walti, Schilling & Co., Santa Cruz, Cal., and treasurer, Anton Rieder, Coast Packing Co., Los Angeles. Vice presidents are: Douglas Allan, James Allan & Sons, San Francisco; Clark Pierce, Pierce Packing Co., Billings, Mont.; Seth N. Chauvet, Peyton Packing Co., El Paso, Tex.; Albert T. Luer, Luer Packing Co., Los Angeles, and L. Blaine Liljenquist, Washington, D. C. Convention talks and other highlights will appear in next week's PROVISIONER.

**March 6** should not touch off terror in the food industry, the Food and Drug Administration has indicated, although approach of the date when the 1958 Food Additives Act becomes fully effective finds confusion—if not consternation—widespread. The FDA has seen no indication that there is going to be an "economic upheaval," nor even that a major portion of foods, packaging materials or food machinery will be "seriously affected," Food and Drug Administrator George P. Larrick said recently. "The American people will continue to get adequate food without wild alarms, without mass seizures by the government of food additives that haven't been cleared," he asserted. "In short, we expect the world to continue to operate about the same way immediately after this law becomes fully effective as it does now." Dr. Larrick commented, however, that the fact that some of the users of food additives are demanding guarantees from their suppliers that the additives do meet the requirements of the law "sounds like good business to us."

**Additional Duties** would be imposed on excessive imports of certain live animals, meats and meat products by a bill (S-3035) introduced by Senator Carl T. Curtis (R-Neb.) and referred to the Senate finance committee. The legislation proposes a 25 per cent ad valorem duty, in addition to any other tax or duty imposed by law, on imports during any calendar year in excess of imports under such classification during the calendar year 1957. The bill would cover cattle, calves, sheep, lambs and hogs, except for breeding purposes, and fresh, chilled, frozen, prepared, preserved or canned beef, veal, pork, mutton and lamb, except offal and canned corned beef.

**A New Course** to teach plant foremen and supervisors how to get better results through better management of people will be inaugurated by the National Independent Meat Packers Association on Friday evening and all day Saturday, April 8-9, at the Hotel President in Kansas City, Mo. The course, to be conducted by NIMPA's Fred Sharpe, a specialist in personnel management and training as well as sales training, will cover the elements of good supervision and offer a detailed plan for setting up and evaluating the use of a suggestion system. It will include a study of case histories and discussion and analysis of the supervisors' own problems. "Today industry, with all its automation, must still make progress by intelligent utilization of its man-power," NIMPA points out. "One great weakness in this field is the lack of training, thus a lack of understanding, on the part of many supervisors in getting the most production from the people whose efforts they direct." The NIMPA course, which will be offered in various cities, is aimed at correcting that weakness. The fee will be \$25 per person for registrants from NIMPA member firms and \$35 for those from non-member firms.

## Sausage Firm Really Goes 'Whole Hog'



TOP: Planning point of calls for firm's novel Belle Ringer sample distributing campaign are Earl T. Jones (left), business manager, and Jack Upham, sales manager. ABOVE LEFT: Firm's entire fleet of trucks carries new name, Jesse Jones. Color scheme is red and white. ABOVE RIGHT: Sign on plant will be changed to reflect new corporate name. Livestock holding pens currently are being enlarged. Four-stall loading dock is a recent addition.

**A**N UNUSUAL advertising program, in addition to a favor-assuring manufacturing technique, promotes the whole-hog sausage manufactured by Jesse Jones Sausage Co., Garner, N. C.

The advertising program centers around the Jesse Jones Belle Ringers—two ladies dressed in white smock coats who ring door bells and match any company product that a housewife has in her refrigerator. If she has none, a sample of the firm's whole-hog sausage is left with her; if she has one product, two others, frankfurters or sliced bologna, and an envelope addressed to a local retail meat dealer are given to her, says Jack Upham, sales manager. The envelope has a \$1 check that is good for the purchase of any meat product at a butcher shop.

Admittedly the program is relatively costly, as is any sample advertising program, declares Earl T. Jones, business manager. However, the three-year-old program has demonstrated its consistent ability to increase the firm's sales and hold a reasonable percentage of the campaign's sales gains, he claims.

Arrival of the Belle Ringers in a specific town is pre-announced with point-of-sale material and newspaper and television advertisements. Since the local dealer knows the campaign will increase sales of packaged sausage items, he is cooperative, Upham claims.

Because a housewife who has one

of the firm's products in her refrigerator will get two others plus the dollar, while a non-buyer will get only one product sample, many housewives will stock up on the firm's line in anticipation of the Belle Ringers' call.

**WARMER MONTHS:** Although it is sustained throughout the year, the door bell ringing campaign's tempo is increased during the spring and summer months. The reasons are twofold, Upham reports: 1) these are the normal heavier sausage consumption months and 2) word-of-mouth goodwill is generated best during these warmer months when neighbors are more inclined to visit each other.

If a housewife is not at home when a bell ringer calls, a small card is placed over the door knob, stating, "Jesse Jones Belle Ringer is sorry that she missed you while you were out. She had a prize of some Jesse Jones sausage for you free. She will try to get back to see you." The question as to who was and who was not home during a bell ringer's call is certain to start comment about the firm's products, according to Earl Jones.

Since the prize is a dollar, good at the local retail meat store for any meat item, the dealer usually provides ample showcase space for the firm's sausage line. The campaign pushes his meat sales, generally a high mark-up item.

The firm's advertising program

also includes sponsorship of two TV serials, "Shotgun Slade," featuring Scott Brady, and "Cannonball," a series about truckers, over three stations (one each in Raleigh, Greensboro and Washington, D.C.) which blanket the firm's distribution area. During the baseball season the company sponsors television coverage of the local professional club of which Earl Jones is president.

Within the past year, the firm has changed its corporate name from Jones Sausage Co. to Jesse Jones Sausage Co. With the name changeover, it also has redesigned its packages and repainted its entire 30-unit truck fleet, including two light panel trucks used by the two Belle Ringers.

**FULL-COLOR ADS:** The firm started in business 26 years ago in Danville, Va., where it still maintains a smaller plant, as the Jones Sausage Co., using the family name as the business style. Since Jones is a familiar name (and also is employed by a Wisconsin meat packer with a national distribution of whole-hog pork sausage), management decided on the change even though the company had a quarter-century of successful selling under the brand name. It was changed to Jesse Jones in honor of the founder.

To promote the changeover, Walter J. Klein Co., Charlotte, the packer's advertising agency, designed full-color pages for newspaper ads and created TV and radio com-

## In Processing and Promoting Its Products

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mericals. Fluorescent pressure-sensitive display material was prepared for point-of-sale displays to announce the change. Billboards that glow both night and day, claimed to be the first of their kind, also were used in the campaign.

Initially, sales increased 10 per cent during the first months of the campaign. This increase has held steady even though the advertising campaign has been reduced in intensity, Earl Jones reports.

Whole-hog pork sausage is the firm's feature item. All its truck bodies carry the new corporate name, a drawing of a hog and the sales message, "The Ham Makes The Difference."

To increase the freshness of the whole-hog pork sausage, the firm purchased a new liquid  $\text{CO}_2$  chilling device recently. This unit was installed in cooperation with service engineers from Liquid Carbonic division, General Dynamics Corp. The packer uses the hot hog boning technique since all meat from the 40 to 50 hogs slaughtered daily is employed in pork sausage production.

Before adopting the new rapid chilling technique, the firm would spread the boneless cuts on pans which were moved into the coolers to chill overnight. On the following day, the meat was ground, mixed and placed on pans for another day of chilling.

With the new chilling technique, the meat from the morning dressing operation is used to make sausage that same afternoon. A considerable percentage of the pork sausage output moves within a day's cycle from hog to a package in a retail store, says H. Hawkins Bradley, plant manager of Jesse Jones.



PLANT superintendent Fritz Lindner (left) looks on as Wayne Lewter, quality control, prepares sample from a frankfurter link for daily testing at the plant.

**NO DUAL HANDLING:** Total costs for the liquid chilling technique are about equal to conventional refrigeration charges; with improvements under development, management hopes to reduce the cost by \$1 to \$1.25 per cwt. The portable chilling technique has eliminated the cost of spreading the meat on pans (which required two men), dual handling of the product through the chilling cycle, daily washing of pans and the necessity of cooler space for chilling.

The hot pork meat, which is cut into strips, first is ground through a large plate with a Buffalo grinder. The meat then is placed in a mixer equipped with a cover and feeding vents from the liquid  $\text{CO}_2$  lines. The plant holds  $\text{CO}_2$  in a liquid storage tank under 250 psi.

As the liquid is admitted into the mixer, its pressure is reduced to a working level and it is changed into

a gas. The mixing cycle and refrigerant input are controlled. The refrigerant is used in the ratio of 1 to 4. The hot meat has a temperature of  $85^\circ \text{ F}$ . upon entering the mixer; at the end of the three-minute chilling cycle, its temperature is down to  $34^\circ \text{ F}$ .

After chilling, spice is added to the batch which is mixed for about a minute and dumped. The meat entering the fine grinder has a temperature of  $36^\circ \text{ F}$ , according to Fritz Lindner, plant superintendent.

After the fine grind, the meat is stuffed into 1-lb. printed pouches with the aid of an Anco foot-operated dispenser. In this operation, one operator places the opened pouch on the horn. The pouch is filled by the stuffing operator who slides it off onto the table where three other employees spot check the weight, fold and tuck the loose neck and place the pouch in the chipboard

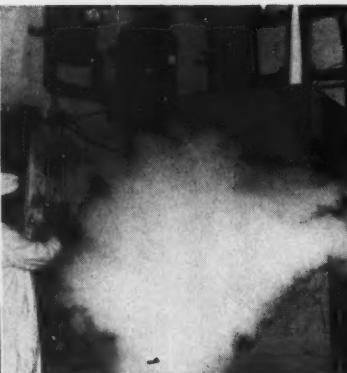
**LEFT:** Overhead hoists lift two types of charging units to load the two emulsifying machines. Square-type bucket is used for Chop Cut; cylindrical type is used for Mincemaster. **CENTER:** Long tandem connection between two

stuffers permits stuffing strands in close proximity to linking machines. **RIGHT:** Six linking machines handle output of two stuffers. Holding tees located at each station in the plant aid operator in placing links on the sausage sticks.





LEFT: Grinder at left reduces hot pork for subsequent rapid chilling. CENTER: Mixer equipped with hood and controls for feeding liquid CO<sub>2</sub> holds batch of coarse ground pork



for rapid chilling. RIGHT: Fritz Lindner (left), plant superintendent, checks texture of chilled product which has been mixed with seasoning in streamlined operation.



shipping boxes located nearby.

**ADDED FRESHNESS:** Management is pleased with the liquid CO<sub>2</sub> chilling operation, says Bradley. First and foremost, it adds freshness to a meat product that depends in large measure on this quality for its optimum flavor. Portable chilling virtually permits the firm to plan its fresh pork sausage operation in conjunction with current sales, holding product inventory to a minimum.

Second, the technique has freed valuable cooler space which the firm's expanding operations demand constantly. The cooler that previously was used for chilling hot meat now is being employed to hold the packaged luncheon meat line, providing more usable space in the packaging room.

Third, cost of the refrigeration treatment is reasonable and, as techniques of admitting the gas to the mix are perfected, these costs may be lowered. Fourth, the CO<sub>2</sub>, by displacing the oxygen in the mix, improves both the color and keeping qualities of the product, manager Bradley observes.

With the aid of Starr Parker, the firm has streamlined its sausage manufacturing operation. Air-operated hoists are located at three points in the department where meats for sausage are formulated, stuffed and linked.

The first of these hoists is mounted on an I-beam that runs between the flake ice machine and the Chop Cut unit. The buckets used for this operation are the square-type stainless steel units with a discharge spout side. Weighing of meats for this unit is accomplished on a floor scale. Management selected this type of bucket for the operation because it lends itself to easy charging of the cutter.

Beef meat can be placed in the front end and pork in the rear and can be fed into the cutter in proper sequence under visual control.

**CONNECTED STUFFERS:** The emulsion then is discharged into cylindrical buckets fabricated by St. John & Co., Chicago, for feeding into a Griffith Mincemaster and two Boss stuffers. These units lend themselves to charging by the cylindrical-type buckets because they are cylindrical in shape themselves, Lindner observes.

The stuffers are placed at the approximate ends of two stainless steel linking tables which hold six Linker machines. To permit a continuous operation of these linkers, the firm has connected the two stuffers with a 15-ft. stainless steel pipe.

Two men manufacture the emulsion; one fills the stuffers, and two do the stuffing.

The firm makes a variety of loaf products, including a chitterling loaf. Some of these items are packed in 1-lb. units after they have been processed in Basic Food Materials pre-marked 10-lb.-capacity disposable paper trays. Jesse Jones also packages a line of sliced luncheon meat for which it uses Miller & Miller full-color labels.

The concern uses several interesting management controls. One is a production chart which shows output for the various departments. This chart, which is plotted by Robert Bruce Moore, production control, is posted next to the time card rack. Simple as it is, the technique has improved productivity materially, Bradley notes. It provides employees of the various departments with the incentive to increase productivity.

Another advantage is forestalling inadvertent slips in productivity which can go unnoticed over a pe-

riod of time. Once productivity drops below the standard and remains there, the supervisory task of recovery is more difficult.

**ABSENTEE CHART:** The second control is an absentee chart maintained by Lindner which keeps a record of tardiness, sick calls and verification of illness. Since employees know this chart is kept and will be considered by management in moving them to better positions, they tend to be absent only when necessary and generally give an advance notice.

Another department that has been established within the past year is a quality control department.

Basically, a quality control check is made on finished products—pork sausage, link sausage, frankfurters, bologna and breakfast links. Temperature, fat content and weight are determined on pork sausage. A cook test is also given.

On a product such as breakfast links, which are stuffed in natural casings, the diameter and length of the links are determined, as well as the number of links per pound. The fact that the product is subject to a control motivates the production employees to exercise care in their operations, Lindner explains.

The state-inspected firm distributes its product throughout North Carolina, employing 15 driver-salesmen. Truck bodies for the driver-salesmen units have been furnished by Hackney Bros. Body Co., Wilson, N.C. The company has 20 of these trucks, including five spares.

It also has five larger units which deliver products to distribution points where salesmen are stationed.

Major packaging suppliers include Milprint, Inc., Milwaukee, Mead Packaging Corp., Atlanta, Package Products Co., Charlotte, and Miller & Miller, Inc., Atlanta.

## 1,300 Wilson Strikers Return While Most Await Decision of Arbitrators

About 1,300 of the members of the United Packinghouse Workers of America who struck seven Wilson & Co. plants in six cities nearly four months ago were returning to their jobs this week while a three-man arbitration board was being organized to decide whether 3,300 other strikers should go back to work for the company.

The provision for binding arbitration on the rehiring issue is a key feature of the strike settlement ratified late last week by the union locals. Only two of the locals—in Omaha and South Omaha—voted to reject the agreement, and the majority prevails in such cases.

Wilson said it is rehiring all striking employees except those "who committed illegal or unprotected acts and those who have been replaced by new employees." Wilson president James D. Cooney said the company is willing to put replaced employees not guilty of such acts on a preferential hiring list to be reinstated, as vacancies occur, with all rights except seniority. The UPWA has contended that all strikers should be rehired by Wilson.

The arbitration board, which is expected to begin studying the rehiring question next week, will include one man named by Wilson and one by the union. The third arbitrator will be either a man named by the first two or, if they haven't made a selection by the end of this week, a federal judge appointed by the chief judge of the U. S. District Court in Chicago.

Wage features of the two-year contract are similar to the industry pattern, calling for a general increase of 8½¢ an hour retroactive to September 1, 1959, and another 6½¢ an hour next September 1. Instead of the allowance of 2¢ per hour worked this year and additional 2¢ next year offered by the company last September, and put into effect for non-strikers, the agreement provides for additional benefits. These include diagnostic hospital insurance, three weeks vacation after 10 years instead of 12, and additional bracket increases in job classifications.

Cost of the "package" over the two years was estimated at 23½¢ an hour by Wilson and 25.26¢ by the UPWA.

Among union demands not included in the agreement are an automation fund, voluntary overtime after 10 hours, a union shop and the right to strike over job loads. The contract

incorporates the union's written assurance that it will not engage in slow-downs, walk-outs, quickie strikes and sit-down strikes, nor refusals to work scheduled hours.

All court cases and all unfair labor practice charges filed by either party against the other since October 25 are to be withdrawn permanently and the union is to withdraw its boycott of Wilson products and effectively publicize this fact.

## Armour First Quarter Net 'Considerably' Improved

Earnings of Armour and Company, Chicago, in the first quarter of fiscal 1960 were "considerably better" than in the comparable 1959 fiscal period, president William Wood Prince reported at the annual meeting of the company's shareholders late last week.

The contraction of Armour facilities in the past year does not indicate a contraction in the company's meat business, he said. Armour's processed meat business increased in the first quarter, compared to a year earlier. Total livestock purchases in relation to total marketings have decreased only



W. W. PRINCE

slightly. Existing plants are operating at a greater percentage of capacity than previously.

"We emphatically believe in the profitability of the meat business and we intend to grow in the meat business," Prince asserted.

"We should be able to operate our hog-killing facilities at 75 per cent of our 39-hour capacity and be able to process all of this meat," he told the shareholders. "Therefore, the low margins which normally exist on fresh meat under such circumstances would not erode our profits.

"Since only a small portion of cattle kill goes directly into processed meat, the situation is somewhat different there, but we have considerably improved the flexibility of our cattle operations and, operating at 100 per cent of our 39-hour capacity, have only 10 per cent of our beef available to the brokerage market. If the cattle supplies become available—and it is expected that they will over the next few years—we have the refrigerated space to double our present volumes."

Prince said that Armour also intends to grow in the agricultural and industrial chemical business.

"We have some \$30,000,000 invested in commercial paper," the Armour president said in pointing out that the company has funds available to take advantage of future opportunity for expansion.



NEWLY-APPOINTED executive director of Armour and Company automation fund committee is Robben W. Fleming (fourth from left), professor of law at University of Illinois and nationally-known authority on labor-management relations, shown at recent committee meeting in Chicago. He was appointed to post by Armour, United Packinghouse Workers of America and Amalgamated Meat Cutters and Butcher Workmen of North America. Prof. Fleming said he will interview union and management personnel, then visit plants to obtain first-hand knowledge of employment problems that may develop. "Automation and mechanization will be a problem for a long time, and we want to establish some understandings as to what will be done in a given situation," he explained. "Training programs, transfer possibilities, employee experience and job opportunities will be studied by the committee. Shown (l. to r.) are: Walter E. Clark, Armour; Dr. Clark Kerr, impartial chairman; Fredrick R. Livingston, Armour; Prof. Fleming; Howard McDermott and Jesse Prosten, UPWA; James H. Wishart, Amalgamated, and William Ohl and Harold Brooks, Armour. Russell E. Dresser, Amalgamated, also is a committee member but could not be present.



LEFT: Jim Rosse, director of information and services, points to carcass damage photos in LCI display as (l. to r.) R. Harvey Dastrup, executive director, and Marv DeHoogh, field representative, listen to his comments. RIGHT: Speakers included (l. to r.): Roger Fleming, secretary-treasurer and director of Washington, D.C.,



office, American Farm Bureau Federation; Dr. J. E. Rickenbacker, agricultural economist, farmer cooperative service, U. S. Department of Agriculture; Dr. Harry Kingman, Jr., executive secretary, American Veterinary Medicine Association, Chicago, and R. E. Parrish, manager of the pork division, Wilson & Co., Inc., Chicago packer.

After evaluating data on bruised carcasses, The Rath Packing Co., Waterloo, Ia., found that 1,010 head of beef had to be dressed to place 1,000 beef carcasses in the sales cooler. Based on these findings, the packer has set a goal of 25¢ per head reduction in handling losses for 1960, according to Lou Thompson, manager, agriculture bureau.

By investing 15 minutes daily in keeping records on truck receipts, The Cudahy Packing Co., Omaha, has saved a hog per day, said Fritz Johnson, assistant head hog buyer.

These are a few of the facts reported at the annual meeting of Livestock Conservation, Inc., Chicago, national safe livestock handling committee, held recently in that city.

At the formal session, speakers told how conservation of livestock could increase income for all segments of the livestock industry and how complacency in livestock handling costs 60¢ per head of beef.

The need for action to eliminate diseases and parasites that inflict a needless toll and the vital role of chemicals in livestock production were also stressed. It was explained how a revitalized and reorganized LCI will tackle livestock conservation problems on a national—rather than regional—basis.

Reviewed in separate sessions were specific activities of the association's four standing committees: brucellosis, under Dr. Sam McNutt, veterinary science department, University of Wisconsin; hog cholera, under Keith Myers, executive secretary, National Swine Growers Council, Grundy Center, Ia.; cattle

## 'New' LCI Will Tackle Problems Of Livestock Conservation on National Basis

grub, under Dr. J. W. Cunkelman, chief veterinarian, Swift & Company, Chicago, and safe livestock handling, under John Macfarlane, field director, New England Livestock Conservation, Inc., Boston.

**REDUCED INTEREST:** Jim C. Rosse, director of information and services, LCI, presented a brief review of the livestock handling improvement program conducted at the Omaha market. During initial phases of the campaign when interest was high, reductions in cripples of 40 per cent and in deads and bruises of 50 per cent were achieved.

While charts compiled by Rosse indicate that Omaha experiences still are lower than the base years between 1943 and 1953, there has been a slight upswing in the various curves during the past three years. Rosse attributes this to a slackening of interest in safe livestock handling.

Contrary to the general market experience is The Cudahy Packing Co. record which shows a continued reduction in various livestock han-

dling losses. Fritz Johnson described one phase of the firm's program—control on hog truck receipts.

In 1954 the packer started for every hog trucker a card index which recorded the number of hogs delivered and the number of deads and/or cripples. At first the statistics, which required 15 minutes of a clerk's daily time to compile, provided a record of experience. Initially, those with good records were commended while those with bad recorded the number of hogs de-

As the figures helped in developing a performance pattern, the company told the poor haulers that it would only accept their animals on a live basis.

This procedure, which includes recognition of good service by a letter of commendation, has reduced materially the incidence of deads and cripples, Johnson observed.

**EXTRA ATTENTION:** In 1955 when the program was getting under way, there was one dead hog for every 1,862 hogs received and one crip for every 1,077. By 1959 the ratio improved to one dead animal in 3,015 and one crip in 1,817.

In 1959 the company received 503-518 hogs by truck, with 167 dead and 269 crips hauled by 267 truckers. The records showed that 50 truckers in 1959 delivered 312,000 hogs, with 44 dead and 151 crips; another group of 13 truckers delivered 60,000 head, with 63 dead and 34 crips.

Besides providing management with a benchmark of performance, the records pinpointed trucks which needed extra attention, Johnson said.

Performance of individual truckers improved. For example, one

trucker who hauled 18,700 hogs in 1958, with 12 dead and 12 crippled, delivered 19,863 hogs in 1959, with six dead and eight crippled.

Damage during transit is caused by poor driving, such as failure to apply the brakes when coming down hills or around steep curves, increasing the incidence of animal pile-ups and resulting injuries.

The entire blame for dead or crippled hogs cannot be placed on the trucker, Johnson observed. Whenever a trucker loads a hog that shows signs of bruising or illness, he is told to tag him, thereby removing his responsibility for the animal.

During the past five years, The Rath Packing Co. has reduced its beef bruise losses by 15 per cent, reported Lou Thompson. The incentive to pay attention to livestock handling came when management was shown figures indicating that 9.7 head of 1,000 head slaughtered were lost through bruising. These findings led to corrective measures by the firm and, for the current year, the program's objective is to reduce handling losses by 25¢ per head, he reported.

**HANDLING CHAIN:** Dr. Joseph Rickenbacker, agricultural economist, Farmer Cooperative Service, USDA, Washington, D. C., said that the degree of damage inflicted upon beef animals by a blow, bump, etc., will vary with the individual animal—some animals bruise more easily than others.

However, field records show there is a 75 per cent correlation between a blow or bump and a bruise. This damage can be inflicted during any part of the handling chain from farm to packing plant. Good facilities sometimes are nullified by impatient handling.

While a blow on a hog will cause a mark, rough handling (such as kicking or exciting the animals to

the point that they jump on one another) is required before financial damage is caused to the hog, Dr. Rickenbacker claimed. Although the age of bruises can be pinpointed in ranges of up to 60 hours, 60 to 72 hours, 72 to 96 hours and 96 hours to eight days, the time range is too wide to pinpoint responsibility.

Because of the competitive condition caused by an excess of market facilities, the Ohio livestock conservation group was unable to obtain the cooperation of packers or market officials in a program of checking truck drivers' performance, reported Don Rehl, secretary of the Livestock Loss Prevention Board of Ohio and manager of agricultural sales, New York Central System, Columbus, O.

Commenting on the complexity of enforcing safe handling practices among truckers, Forney Rankin, American Trucking Association, Washington, D. C., observed that there are 5,000 livestock haulers, most of whom operate from one to four rigs.

Macfarlane then listed the group's objectives in humane slaughter: delivery of calm animals, properly functioning equipment, skilled operating personnel and completely restrained animals. He said these goals were well on the way toward achievement by plants adopting humane slaughter techniques.

**MAILING PIECES:** In discussing ways to broaden interest in safe livestock handling, Russell Plager, manager, agricultural services, John Morrell & Co., Ottumwa, Ia., suggested that LCI prepare one-theme illustrated mailing pieces that could be inserted with a producer's checks. The message would be seasonal, such as cooling hogs in hot weather.

Once every four years the 4-H Clubs of Iowa undertake livestock conservation projects and request

suitable slide material, according to Plager. Since he has only one set of slides for his own use, he is unable to meet this demand. He felt that LCI should prepare such material for 4-H or FFA distribution.

Last year the Ohio LCI group distributed 18,000 exhibitor cards to junior exhibitors at various county fairs, Rehl reported. These were simple cards, with space provided for the exhibitor's name and tacking to the pen. The only direct association with LCI was an emblem of the Ohio group in one corner. The program had such a good response that the group intends to repeat it.

Harold Stone, head hog buyer of the Rath firm, suggested that LCI designate a functional representative at each participating packing plant to act as coordinator for the various LCI projects. This would create two-way communication between the packers and LCI.

More important, Stone said, the program would bring a unity of effort. From time to time, various livestock truckers note that Hormel or Morrell is doing an excellent job in promoting safe livestock handling techniques. But the effect of this effort is dulled because these are isolated individual efforts rather than an industry-wide campaign, Stone emphasized.

The individual farmer, contrary to beguiling statistics compiled by the government, is under a real price squeeze and, consequently, welcomes LCI efforts to increase farm income through elimination of diseases and parasites, asserted Roger Fleming, secretary-treasurer and director of the Washington, D. C., office, American Farm Bureau Federation.

**VITAL STATISTICS:** Farm income, in terms of net income, has declined from \$17,300,000,000 in 1947 to \$11,000,000,000 in 1959 even though the gross income rose from \$34,400,-

**LEFT:** Cattle grub committee under Dr. J. W. Cunkelman (standing), chief veterinarian, Swift & Company, Chicago, heard progress reports of two large-scale treatment programs involving more than 9,000 head of cattle

in each group. **RIGHT:** Safe handling committee under John Macfarlane (middle), field director, New England Livestock Conservation, Inc., Boston, was told how check on truckers' performance can help reduce bruise losses.



000,000 to \$36,900,000,000, he explained.

Handling losses are still bleeding the meager profits from the livestock industry, observed Dr. Rickenbacker. These losses, which five years of FCS research substantiates at \$50,000,000, include deads, cripes, bruises, shrink in transit, loss of bloom, etc. A very conservative estimate places the per head loss for beef animals at 60¢. Loss for hogs is about \$7,000,000, he reported.

An attitude of complacency that characterizes the handling problem as "something to be lived with" accounts for its existence, said Dr. Rickenbacker. It is a philosophy of defeatism that no major industry should admit.

Prevention of losses can be started when all who handle livestock realize and accept the fact that losses can occur while the animals are in their possession. If the initiative is taken to put a dollar sign on this loss, management soon will be interested in reducing the unnecessary monetary waste.

A basic fact to remember in livestock handling is that the animal can be injured until its blood pressure drops to zero.

In truck transportation there are several major causes for damage to livestock. Some or all of these conditions were observed in 93 per cent of 6,500 trucks surveyed at eight terminal markets. These conditions are: over- or under-loading, inadequate bedding, lack of ventilation or partitions in mixed loads and intemperate handling of livestock.

**TECHNIQUES KNOWN:** An animal's physical constitution determines its bruise susceptibility. Physical facilities, handling techniques and, most important, the attitude of the handlers are other factors involved in livestock handling losses Dr. Rickenbacker said.

The techniques for reducing handling losses are known—they only need implementation, declared Dr. Rickenbacker. He said one packer reduced handling losses about 50 per cent by making several minor changes in his slaughtering technique. This saving amounted to several thousand dollars annually.

A reappraisal of LCI's approach must be made if progress is to be achieved in reducing parasite and/or disease costs, according to Dr. Harry Kingman, jr., executive secretary, American Veterinary Medical Association, Chicago.

In the years immediately following World War II when trained veterinary personnel were scarce, a shotgun do-it-yourself approach to animal health was adopted. Now



**FRIENDS on Washington scene meet again at LCI meeting:** Aled Davies (left), vice president and national capital representative, American Meat Institute, Chicago, and John Macfarlane, field director, New England Livestock Conservation, Inc., Boston, who is a representative on USDA humane slaughter committee.

trained personnel again are available in the field of veterinary medicine, he noted, and livestock producers should use this trained manpower to take full advantage of the scientific knowledge in the field of animal health.

Perhaps LCI should take a page from its predecessor organization, National Livestock Loss Prevention Board (which tackled and virtually eliminated bovine TB), and take on one of the hidden losses associated with animal production, such as liver abscesses, bruises, tapeworms of sheep, liver flukes, etc., Dr. Kingman suggested.

It is readily apparent that there are billions of dollars lost each year due to livestock diseases and parasites. Last year, virus pig pneumonia accounted for an estimated loss of \$120,000,000—and it is only one of 65 diseases affecting the hog.

**UNITED EFFORT:** Great strides have been made in veterinary research and medicine. LCI should tackle one disease (hog cholera, trichinosis, etc.) and work toward its elimination in a united industry effort, he added.

LCI members should become a committee of one in their respective states to see that laws on cooking garbage for feeding are enforced, observed Aled Davies, vice president, American Meat Institute, Chicago. This action would improve the public image of the hog producing industry immensely. Noting that the battle of VE is not over, he said the various garbage cooking laws must be policed.

Another problem of economic significance is the complete elimination of hog cholera. Because of its prev-

alence, the American meat packer was unable to enter bids for the 25,000 tons of fancy meats requested by the British government, which is one of many nations excluding American pork products.

In the field of agriculture chemicals, LCI might undertake an active program of educating livestock producers to use them as recommended, Davies stated.

Agriculture is man's quarrel with insects and weeds, explained M. F. Tomasek, president, Chemagro Corp., Kansas City, Mo. In his struggle to control the earth's vegetation for his own use, man needs agricultural chemicals to survive he added.

He traced the progress of the agricultural chemicals industry, noting that it is only 20 years old. It is not a fad but an essential field if man is to have an ample supply of wholesome, safe, reasonably priced food to consume.

**IMMENSE NATURE:** Scientific challenges in the biological field of agricultural chemicals are of such an immense nature that they tax the total effort of available scientists. There are enough real problems in agricultural chemicals without wasting effort on fetishes or imaginary dangers, he claimed.

Currently, the cost of developing a new agricultural chemical for commercial use is between \$1,000,000 and \$3,000,000. If some of the unreasonable demands currently being made were followed, this cost would skyrocket from \$15,000,000 to \$20,000,000, effectively stifling new research efforts.

Pamela Fraizer and Linda Foreman, Charleston, Ill., and 1959 blue ribbon award winners, National 4-H Club livestock conservation demonstration, gave their presentation at the meeting. They showed how to reduce the 300-ton bruise loss taking place every 24 hours in the feedlot through elimination of sharp objects, improper persuaders, lead poisoning, crowding and smooth or rough ground. Teeth on hogs and horns on cattle were also shown to be major causes of bruise losses.

A large-scale spray grub control project is under way in Utah involving about 9,000 head of beef animals, Dr. Cunkelman reported. Arranged by R. Harvey Dastrup, executive director, LCI, this is the first large-scale test of the effectiveness of the systemic grubicides since the two groups of cattle (treated and untreated) are separated by a mountain range and 12 miles. Dow Chemical reportedly is conducting a similar test with 9,000 animals in Sioux County, Nev., he indicated.

[Continued on page 27]



THREE SPEAKERS who led discussions on livestock and meat marketing at U. of I. Agriculture Industries Forum are shown with Harold G. Halcrow (left), head of agricultural economics at university. Speakers (l. to r.) are: Charles Wetzler, committee chairman of American National Cattlemen's Association; N. L. Chaplicki, vice president, National Tea Co., Chicago, and H. B. Arthur, who is chief economist for Swift & Company, Chicago.

## Prospective Profit Has Sparked Revolution in Food Industry, Swift Economist Tells U. of I. Forum

Free enterprise is sparking the revolution in the food industry, H. B. Arthur, chief economist for Swift & Company, Chicago, emphasized at the recent Agricultural Industries Forum at the University of Illinois, Urbana. The consumer is king, Arthur said, and the food industry's intense competition to satisfy the consumer is responsible for continuous improvement in processing and marketing methods.

"It is a great tribute to the food retailers of this nation that they have found a formula for retail distribution of foods which not only meets consumer requirements but finds it profitable to do so," Arthur said. The meat packing industry is rapidly adjusting to the needs of the channels of distribution which consumer choices dictate, he noted.

Describing basic changes in the meat industry, Arthur referred to the trend toward meat-type hogs, tenderization of meats, improved preserving techniques and development of convenience products, providing wide selection of foods throughout the year. He said the food marketing revolution has resulted in the development of specialized single-species processing plants located near sources of livestock supply and streamlined methods of production, such as on-the-rail dressing, mechanical hide pullers and unit coolers.

"Let us not forget, however, that this has come about as a part of a profit and loss system. Things are done and changes are made in response to prospective profit. The thing we too often forget is that the effort to earn a profit brings about actions that contribute distinctly and, in fact, dramatically to the public interest and consumer's benefit.

"In competing for a profit, firms all the way up the line seek to be chosen by consumers by offering something better or less expensive. The desire to get a competitive lead or to win consumer favor is a great stimulant to the restless search for ways to improve. Every gain in technology or increase in profitable innovation in the meat industry makes livestock worth more than it was before. This is true even though it may increase the spread between the farm and the consumer."

### Sausage to Team up with Other Foods in Promotion

A new approach toward increasing skinless frankfurter and sausage sales for packers and sausage makers has been announced by W. R. Hemrich, advertising manager of the food casings division of Visking Co., Chicago, division of Union Carbide Corporation.

Visking's 1960 campaign will concentrate in trade papers and in-store

merchandising, supported by consumer advertising for specific sales events. The approach to the ads as well as to the point-of-purchase material will be coordinated merchandising, Hemrich said. Visking will tie in with established consumer promotions, relating sausage to other fast-turnover, high-profit foods.

Themes for the national ads will adhere to the company's policy of promoting sausage as a versatile, year 'round meat, the advertising manager explained.

In June full-page ads featuring ways to serve sausage with dairy products will appear in *Everywoman's Family Circle* and *Woman's Day*, cooperating with the American Dairy Association in the annual "June's Best Meal" promotion. Visking will coordinate with the Wheat Flour Institute's "National Sandwich Month" promotion in August with a junior color page in *McCall's*. The second issue of *American Weekly* for October will contain a half-page ad relating sausage to cheese in conjunction with the annual cheese festival sponsored by the American Dairy Association.

The association sponsoring each campaign will feature in all promotional material a Visking sausage poster for display at the meat counter. Comprehensive trade advertising using color inserts will promote each campaign to retailers. All ads and display material will be prepared by Visking's advertising agency, Edward H. Weiss & Co., situated in Chicago.

### NRA and Central Testing Join in Tallow Research

The National Renderers Association, Chicago, and Central Testing and Research Laboratories, Inc., Columbus, O., have joined forces in conducting research on processing tallow so that it will have more favorable marketing conditions.

The two organizations will attempt to find the proper microorganisms and the conditions of growth for these organisms that will enable them to dehydrogenate the tallow molecule. They hope to make tallow more attractive to the fatty acid industry and, by the same token, more desirable to the feed industry since the process should make tallow more digestible.

The work must be accomplished at a relatively low cost and with a minimum of undesirable side effects, according to the NRA, which hopes to aid in the development of a process that can be adopted easily by both large and small renderers.



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**gives your product EYE-APPEAL  
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With BOLOGNA-TONE your product has that freshly-cut appearance—that mouth-watering bright color that holds longer. Enhances your present and accepted flavor.

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THE NATIONAL PROVISIONER, FEBRUARY 27, 1960



OFFICERS for 1960-61 include (l. to r.): Nels A. Hamberg, secretary-treasurer; Kenneth Reinhart, president, and Bruce Hallat, executive vice president.

control over its volume in a period of rising livestock production) makes it necessary to seek and use such aid to tallow exports as may be afforded by P. L. 480. He expressed hope that the U. S. Department of Agriculture has been persuaded that renderers again should be given this help to take up some of the slack in the 1960-supply-demand situation.

Odor control, reported Fleming, may be the subject of a joint project by the NRA and U. S. Department of Health, Education and Welfare.

The NRA president said that the executive structure of the national group will be modified this spring.

**RESEARCH:** Gene Hopton, chairman of the NRA research committee, told the Pacific Coast group

## Renderers Pin Hopes on Research and Exports

**R**ESEARCH and tallow exports were two major topics discussed at the 28th annual convention of the Pacific Coast Renderers Association, held at the Fairmont Hotel in San Francisco on February 12 and 13.

The group reelected Kenneth Reinhart, Kings-Tulare Tallow Works, as president for 1960-61; chose Bruce Hallat, Gordon-Young (BC) Ltd., as executive vice president, and reelected Nels A. Hamberg as secretary-treasurer. Association directors who will serve until 1962 are Frank Shultz, Baker Rendering Co.; Charles Tocalino, Jr., and Bruce Hallat. The PCRA directors for the National Renderers Association are Lloyd Hygeland, Crown By-Products Co., and Kenneth Reinhart. State vice presidents of PCRA are Jack Trainor, California; Bob Cunha, Oregon; Kenneth Tapert, Washington; Alfred Manha, Nevada; Paul Jerome, Arizona, and Robert Young, British Columbia.

Reports by the officers showed the association to be in a healthy membership and surplus financial position. Committees are active in the fields of odor control legislation, tallow trading rules, research and meat scraps standards, and much progress has been made in regularizing steamship and truck freight rates on tallow to the benefit of the members.

**FLIGHT AHEAD:** The outlook for tallow pricewise is pretty bleak, according to Robert J. Fleming, president of the National Renderers Association, who pointed out that with output increasing by 200,000,-

000 lbs. in 1959-60 to 3,300,000,000 lbs., the gap between production and domestic consumption will probably widen. Moreover, in spite of ups and downs, U. S. animal fat production will continue to rise over the years because of the expected increase in livestock numbers.

Fleming said that NRA is now spending \$160,000 for research each year out of its \$200,000 income in order to find new outlets for fat by which the gap between production and home use may be narrowed. One means of doing this, he asserted, is to improve and modify the industry's conventional products so that more consumers will find them more useful.

The national association is working in other ways to help renderers. It is releasing information to the farm press on industry problems, accomplishments and products. It is working with the American Feed Manufacturers and other associations and has formulated with the AFMA nutrition council purchasing guides for judging rendering industry products used in feed.

NRA is cooperating with the USDA Foreign Agricultural Service in opening new export markets and expanding old ones for animal by-products. Much has been done to promote soap (and fat) use in Japan; a similar project is planned for South America and a team will soon visit Europe to encourage the use of animal fats in feeds.

President Fleming emphasized that while the rendering industry opposes government subsidies in principle, its position as an agricultural service business (possessing no

that the rendering industry not only should expand its research, but also should make some changes in the direction of its program. Noting that the initial expenditure of \$25,000 per year has grown to \$160,000, Hopton suggested that the industry should strive to modify and improve: 1) Products and 2) Processes.

While rendering products have been used as feed materials since about 1900, there has been only one basic change (dry rendering) up to 1960; the industry has failed to match the technical progress made in the feed and other consuming fields so that its customers—whose knowledge of animal products is greater than the renderers'—have become increasingly critical of the materials offered them.

Pointing out that renderers once had the prime supplement for the feed industry, Hopton said that of the 14,000,000 tons of protein material available for feed use, 10,000,000 tons are soybean meal, while meat scraps furnish only 1,000,000 tons of the balance of 4,000,000. While the soybean people have beaten us in the development of refined forms of protein, commented Hopton, the renderers can get there also, but in doing so many have to divest their products of excess minerals, collagen, etc.

"We need a bridge," said Hopton, "to get us from 90 per cent dependence on the feed outlet to more diversified markets."

The NRA, according to Hopton, is backing research to study new methods of processing the industry's raw materials, such as by biological treatment, so as to turn out better

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low maintenance cost sold us!"**



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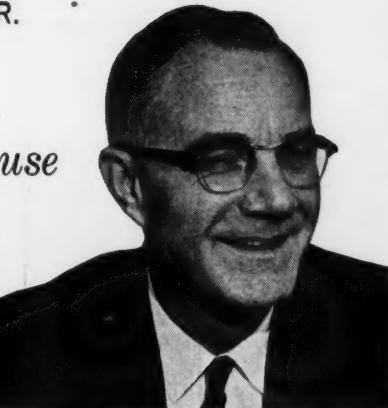
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Fords not only have less visits to the shop but they are out a lot faster. Our experience has been that on all counts — servicing ease, frequency of repairs, parts prices and over-all adaptability to our type of operation — Ford Trucks cost less to maintain!

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Whatever your job . . . wherever you do it . . . you'll discover just as Mr. Stowe did, that Ford Trucks are the best investment for your transportation dollar.

**Ford C-600's** for '60 offer greater flexibility with a wider choice of key options to "custom tailor" a truck to meet your exact requirements. There are new heavy-duty frames, brakes and transmissions plus higher capacity axles.

**Certified results** of tests conducted by America's leading independent research organization (name available on request) confirm the fact that the 1960 Ford Trucks have been refined for still more durability! Here are a few typical examples:

**Dynamometer tests** showed Ford's 292 V-8 engine provided 5.2% better fuel economy than its 1959 counterpart. Furthermore, the new combustion chambers on these engines permit the use of gasolines with lower octane ratings. New oil control rings increased oil savings by 54.5%.

**New 16,000-lb. 2-Speed** axle optional on Ford's C-600 has straddle mounted pinion and larger gears. This reduces ring and pinion tooth pressures 10% and gives at least 10% longer life. Improvements made in lining material, brake shoes, backing plates and brake drums have resulted in 20% longer brake lining life.

**Test results** plus the experience of satisfied users are important, but that is not all. For 1960, the complete Ford line has been broadened to provide even more flexibility in power train options. See your Ford Dealer!



and more useful products, and to find new places where proteins might be employed.

Hopton said that only about half of the industry's annual fat output of 3,200,000,000 to 3,400,000,000 lbs. is used at home (of which about 640,000,000 lbs. goes to the research-uncovered outlets of feeds, plastics and resins). The use of animal fats in feeds is now under pressure from vegetable oils, while the export market for tallow for use in soap probably will shrink as foreign countries increase their use of detergents, he noted.

The NRA research head pointed out the animal fat industry sometimes is unable to take advantage of its opportunities; if a "dry" fat were available, the use of fat in feeds probably could be increased manifold, but such a product has not been developed.

Under one of the research projects in which NRA is participating, an attempt is being made to develop sucrose esters for use in detergents. The reaction of fats with fluorine is being studied, with the ultimate goal being the development of fluorinated fat high temperature lubricants, the speaker explained.

Pointing out that the industry's



D. M. PECKHAM of Safeway Stores, Inc., told Pacific Coast group that producers, packers, retailers and consumers eventually will recognize what research has demonstrated—that fat is not necessary for meat tenderness.

cumulative expenditure of about \$400,000 for research has uncovered a few basic facts about its products, but has not brought the industry technologically abreast with its customers and potential customers, Hopton declared that the rendering business must think in terms of spending \$500,000 per year on research if it is to get out of trouble.

**MEAT TRENDS:** According to D. M. Peckham of Safeway Stores, Inc., renderers should look for a long-term increase in the amount of fat

material derived from retail operations and slaughtering, due to the expected long-term rise in livestock production and human population, but this may be restricted by the de-emphasis on fat meat. He predicted for the short term that the peak of slaughter soon will be reached.

Some mixed trends are evident, said Peckham, who pointed out that while consumers have been showing a preference for lean meat, and this eventually will be reflected in a reduction in the fat yield, the feed situation actually has led to an increase in the waste fat on meat. He noted that the chain stores have been blamed for the development of overfat beef through their promotion of the Choice grade, and said that in reducing a Choice carcass the retailer cuts off about 12 per cent fat, loses 10 per cent in bone and has a 2 per cent moisture shrink. He commented that the chains believe that the packers should remove more of the unsalable fat. Peckham said that producers, packers, retailers and consumers eventually will recognize what research has demonstrated—that fat is not necessary for tenderness.

Peckham said that a few years ago

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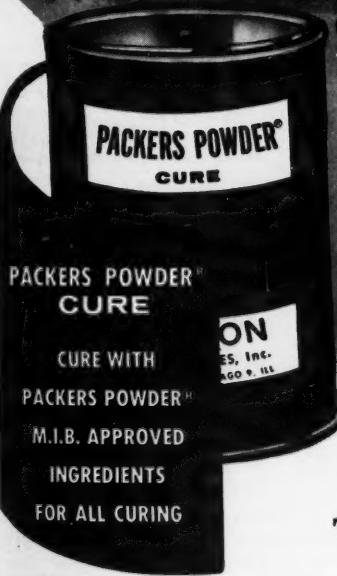
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retailers could cut, weigh and package retail cuts with relatively low investment and at reasonable cost, but that the increasing necessity for high-speed, high-investment equipment to do the job efficiently eventually might drive this operation back to the packinghouse where, perhaps, the packer might bone out carcasses and slice cuts such as rib and loin just like bread.

**SOUTH AMERICA:** The southern continent will continue to use soap (and tallow) rather than detergents for some time, according to John Haugh, second vice president of the National Renderers Association, who has toured there in the interest of increasing S. A. tallow purchases. He said that one of the principal problems in selling tallow in Colombia is credit since buyers must deposit 130 per cent of the purchase price with the government prior to shipment. He suggested that sellers can facilitate the trade by lending money to buyers.

The survey made by Haugh and the U. S. Department of Agriculture covered areas where tallow is not being produced in quantity. The trade there regards U. S. tallow as the world's best, although there has been some dissatisfaction with mul-



JOHN HAUGH, second vice president of National Renderers Association, spoke at San Francisco meeting about his South American tour in the interest of increasing tallow purchases. He said the continent has 180,000,000 people who are practically soapless.

tiple grades in one shipment, poor drums and the lack of independent analysis of quality. He noted that Argentine prices are 5 to 40 per cent higher than ours, but this advantage may be offset by discriminatory tariffs or the importers' inability to get dollars. Haugh said that European fatty acids are equivalent to U. S. in quality and lower in price.

Haugh reported that the survey

team had aroused interest in bulk shipment of tallow. He expressed hope that a promotional campaign on soap, to be supported by Colombian manufacturers and U. S. tallow producers, can be arranged in the near future.

In closing, Haugh pointed out that South America has 180,000,000 people who are practically soapless.

At a luncheon on February 13, Dr. Harold H. Fisher, chairman emeritus of the Hoover Institute and Library, pointed out that the Soviet Union has one big advantage in an economic war with the U. S. and the rest of the free world: if the USSR wants to aid another country, or to take its goods, to the detriment of some segment of its own economy, it can do so. The United States, however, may alienate some of its friends who must export and import to eat, because of U. S. protectiveness when its own industries are hurt by the friendly nations' operations.

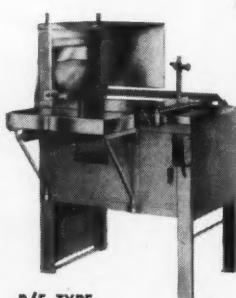
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## Livestock Conservation

[Continued from page 18]

The FDA has lowered the time before slaughter that the systemic cunicide Co-Ral can be sprayed on animals from 60 to 45 days, he noted.

**OFFICERS ELECTED:** The association elected the following officers: president, Dr. Harry E. Kingman, Jr., American Veterinary Medical Association, Chicago; 1st vice president, John C. Macfarlane, New England Livestock Conservation, Inc., Boston; 2nd vice president, R. M. Dall, Armour and Company, Chicago, and secretary-treasurer, Paul Zillman, American Meat Institute.

Serving on the executive committee for 1960 will be: H. C. Aaberg, American Farm Bureau Federation, Chicago; Roland Abraham, National Association Land Grant Colleges, St. Paul; P. Goff Beach, Oscar Mayer & Co., Madison, Wis.; Roy Lilley, American National Cattlemen's Association, Denver; Ray Burke, Burlington Railroad, Omaha; Elof Erickson, National Livestock Exchange, St. Paul; John A. Killick, National Independent Meat Packers Association, Washington, D. C.; W. D. Knox, Hoards Dairyman, Ft. Atkinson, Wis.; Dr. J. W. Cunkelman, Swift & Company, Chicago.

Blaine Liljenquist, Western States Meat Packers Assn., San Francisco; Don Magdanz, Corn Belt Livestock Feeders Assn., Omaha; Keith Meyers, National Swine Growers Council, Grundy Center, Ia.; R. E. Parish, Wilson & Co., Inc., Chicago; Rutherford T. Phillips, American Humane Association, Denver; R. G. Plager, John Morrell & Co., Ottumwa, Ia.; Cecil Powell, Tanner's Council of America, Chicago; Harold D. Stone, The Rath Packing Co., Waterloo, Ia.; Lewis B. Peggs, St. Louis Livestock Market Foundation Inc., National Stock Yards, Ill., and Lewis E. Taylor, The Cudahy Packing Co., Omaha.

New directors elected for a three-year term are: Charles E. Bell, USDA, Washington, D. C.; C. D. Cook, Chicago Northwestern Railroad, Chicago; R. R. Fay, Evansville Union Stock Yards, Evansville, Ind.; Richard Hansen, Oscar Mayer & Co., Davenport, Ia.; Dr. John B. Herrick, Iowa Extension Veterinarian, Ames, Ia.; J. W. Jarvis, Union Pacific, Omaha; Dr. H. E. Kingman, AVMA, Chicago; Edward Pendegast, Indianapolis Livestock Market Institute, Indianapolis; Don Rehl, New York Central Systems, Columbus, O.

John C. Macfarlane, New England LCI, Inc., Boston; W. G. Marquardt, Geo. A. Hormel & Co., Austin, Minn.; Fred O'Flaherty, Tanners'

Council, Cincinnati; R. G. Plager, John Morrell & Co., Ottumwa, Ia.; Forney Rankin, American Trucking Association, Washington, D.C.; Paul E. Woodson, St. Louis Livestock Exchange, St. Louis; T. T. Sinclair, Hygrade Food Products Corp., Kingan division, Indianapolis; Louis Thompson, The Rath Packing Co., Waterloo; Lowell Waitman, Santa Fe Railway, Kansas City, Mo., and Marshall Anderson, Livestock Transportation, Inc., Greely, Colo.

## Sound Waves Measure Fat And Lean in Meat Animals

A technique developed at the New York State College of Agriculture, Cornell University, reportedly enables researchers to determine whether an animal's meat is fat or lean by analyzing echoes from its muscles. It can be used on beef cattle, hogs and lambs.

Scheduled to be on display for the first time during Cornell's Farm and Home Week, March 22 to 24, the technique involves passing high-frequency sound waves through a live animal's tissues. The waves bounce back from the borderlines between fat, lean and bone. The time required to bounce back varies with the depth of the borderlines.

An accurate picture of a 12th rib steak or chop can be drawn from a record of the echoes produced as the waves strike each change in the

meat's density, according to Cornell researchers. The 12th rib cuts are said to give a reliable sample of the meat on the rest of the animal.

"This process should help greatly in choosing animals for breeding," comments the method's creator, Prof. J. R. Stouffer of the animal husbandry department. "Livestock men will be able to judge the proportions of fat and lean meat in animals while they're still living."

The device is said to be similar to one used by manufacturers to find flaws in metals. Under Professor Stouffer's direction, Cornell researchers adapted it to meat.

The Farm and Home Week exhibit will include an actual demonstration of the new method, along with large charts showing the pattern of sound waves inside the meat. (See THE NATIONAL PROVISIONER, August 22, 1959, page 14, for a report of similar experiments with sound waves.)

## Plenty to Talk About

Food additives, meat foods, food enzymes, general research and radiation preservation of foods are among the subjects to be discussed at the 1960 national meeting of the Institute of Food Technologists, set for May 15-19 in San Francisco. Latest developments in laboratory equipment, quality control devices, packaging and other supplies will be shown in more than 100 displays.



NATIONAL record for "piggyback" service was set recently when 1,000,000th pound of fresh meat was delivered to one New England customer via "piggyback" from Armour and Company's St. Paul facility. Greeting the record shipment at Cambridge, Mass., are (l. to r.): Homer D. Yeakel, manager, Armour-Chamberlain Co., the shipper; Patrick B. McGinnis, president of Boston and Maine Railroad, the rail company used; Edward Berry, director of meat purchases, Tedeschi Supermarkets, the customer, and E. M. Thompson, manager of perishable shipments, B & M Railroad. McGinnis presents plaque to Berry to commemorate occasion. "Piggyback" service to New England was begun last June when refrigerated truck-trailer left St. Paul destined for supermarkets in Massachusetts cities. "Millionth-pound" trailer carried 28,000 lbs. of meat.

# ALL MEAT... output, exports, imports, stocks

## Meat Output Up; Hog Kill Below Last Year

Meat production under federal inspection for the week ended February 20 recovered after going through about four successive weekly declines. Volume of output for the period at 432,000,000 lbs. was up from 420,000,000 lbs. for the previous week and about 15,000,000 lbs. larger than a year earlier. Slaughter of all livestock was up for the week, with that of hogs smaller than for the same period a year earlier for the first time in a year or more. Slaughter of cattle numbered only about 5,000 head larger than for the previous week and about 42,000 head larger than last year. Estimated slaughter and meat production by classes appear below as follows:

Week Ended	BEEF		PORK	
	Number	Production	(Excl. lard)	Production
Feb. 20, 1960	355	213.4	1,450	195.2
Feb. 13, 1960	350	211.4	1,400	185.9
Feb. 21, 1959	313	189.5	1,505	202.7

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD.	
	Number	Production	M's	Mil. lbs.	M's	Mil. lbs.
Feb. 20, 1960	92	10.3	260	13.3	432	
Feb. 13, 1960	90	10.1	255	13.0	420	
Feb. 21, 1959	99	11.1	289	13.8	417	

Week Ended	AVERAGE WEIGHT AND YIELD (LBS.)			
	CATTLE		HOGS	
Feb. 20, 1960	1,055	Dressed	Live	Dressed
Feb. 13, 1960	1,060	601	234	135
Feb. 21, 1959	1,064	604	231	133
		605	235	135

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD.	
	Live	Dressed	Live	Dressed	Per cwt.	Mil. lbs.
Feb. 20, 1960	200	112	105	51	—	49.0
Feb. 13, 1960	200	112	105	51	—	47.5
Feb. 21, 1959	200	112	105	51	13.6	48.2

## AMI PROVISION STOCKS

Provision stocks, as reported to the American Meat Institute, totaled 150,500,000 lbs. on Feb. 13. This volume was up 12 per cent from 140,000,000 lbs. in stock a year earlier.

Stocks of lard and rendered pork totaled 43,400,000 lbs. for a 6 per cent gain over the 39,600,000 lbs. in stock about a year earlier.

The accompanying table shows stocks as percentages of holdings two weeks and a year earlier.

	Feb. 13 stocks as percentage of inventories on Jan. 30	Feb. 14
HAMS		
Cured, S.P.-D.C. ....	89	72
Frozen for cure, S.P.-D.C. ....	142	102
Total hams ....	124	93
PICNICS:		
Cured, S.P.-D.C. ....	76	72
Frozen for cure, S.P.-D.C. ....	124	60
Total picnics ....	103	64
BELLIES:		
Cured, D.S. ....	110	87
Frozen for cure, D.S. ....	91	31
Cured, S.P.-D.C. ....	97	86
Frozen for cure, S.P.-D.C. ....	117	152
OTHER CURED MEATS:		
Cured and in cure ....	94	82
Frozen for cure ....	94	80
Total other ....	94	81
FAT BACKS:		
Cured D.S. ....	96	77
FRESH FROZEN:		
Loins spareribs, neckbones, trimmings, other—total ....	103	117
TOT. ALL PORK MEATS ..	112	108
LARD & R.P.F. ....	106	110
PORK LIVERS ....	91	68

## U.S. WEEKLY MEAT IMPORTS

Arrivals of foreign meat at East and West coast ports were reported in lbs. as follows:

### NEW YORK, BOSTON, PHILADELPHIA

Weeks ended Feb. 5-12, 1960

From Australia—2,282,958 lbs. boneless beef and 746,038 boneless mutton. Canada—206,617 carcass beef, 34,467 cured pork, 394,658 canned pork and 106,356 misc. meats. New Zealand—67,440 boneless beef. Argentina—317,644 canned beef. Brazil—14,400 canned beef. Czechoslovakia—12,119 canned pork. Denmark—1,022,478 canned pork. Germany—66,652 canned pork. Holland—52,081 canned pork. Paraguay—36,000 canned beef. Poland—1,123,945 canned pork.

### WEST COAST PORTS

Weeks ended Feb. 12, 1960

San Francisco: from Australia—192,207 lbs. boneless beef. New Zealand—55,088 boneless beef, 25,261 misc. beef. Paraguay—360,000 canned beef.

Los Angeles: Australia—272,844 boneless beef, 443,940 boneless mutton. Mexico—1,278,245 boneless beef, 25,261 misc. beef. New Zealand—2,668,676 boneless beef. Argentina—73,054 canned beef. Denmark, 668,637 canned pork. Holland—158,940 canned pork. Paraguay—360,000 canned beef.

Seattle: Canada—16,846 fresh beef, 1,068 canned pork, 115 cured beef, 15,056 cured pork, and 936 fresh pork. Australia—364,659 fresh frozen beef. Argentina—18,569 canned beef. Denmark—15,638 canned pork. Holland—10,432 canned pork.

Portland: Holland—5,050 canned pork.

## SOUTHEASTERN KILL

Animals slaughtered in Alabama, Florida and Georgia in Dec., 1959-58, as reported by the USDA, in 00's.

Ala.	14.0	16.9	3.6	4.4	82.0	70.5	0.1	—
Fla.	23.3	26.0	13.7	13.1	73.5	65.5	0.1	—
Ga.	22.5	22.8	4.4	8.5	178.0	147.0	0.2	—
Total 1958	59.8	65.7	21.7	26.0	333.5	283.0	0.2	0.2
Year 1959	72.5	70.0	22.6	26.0	305.600	3,053,500	3,600	—
Year 1958	913,000	355,600	2,828,500	4,200				

## U.S. Lard Exports 55% Higher In 1959 Than Previous Year

Larger supplies and lower prices helped boost United States lard exports in 1959 to 604,000,000 lbs., up 55 per cent from 388,850,000 lbs. a year earlier. December exports at 37,000,000 lbs. compared with 71,000,000 lbs. in November and 26,000,000 lbs. in December 1958.

U. S. exports last year to the United Kingdom and Cuba rose 88 and 31 per cent, respectively. These countries accounted for 81 per cent of total U. S. lard exports. Shipments to West Germany, Guatemala, Bolivia, Costa Rica and Peru also rose sharply.

Lard exports are expected to hold up well during the first half of 1960, but may decline in the second half of the year. With a sharp drop in the spring pig crop forecast, total hog slaughter and lard production in 1960 will probably be below a year earlier.

## USDA Says Meat Inspection Costs Each 1¢ Per Month

The U. S. Agriculture Department has estimated the cost of federal meat inspection to United States citizens at about a penny per month per person.

The protection, provided by the meat inspection division, assures that the 120 lbs. per person of federally inspected meat eaten in this country each year are clean, wholesome and unadulterated.

## Meat Prices Edge Upward

Markups were the rule on the meat market during the week ended February 16, according to the Bureau of Labor Statistics. The average wholesale price index on meats for the period at 91.5 was up from 90.8 for the previous week. Prices on the general list of consumer commodities head steady, with the average wholesale price index at 119.2. The same indexes for the corresponding week last year were 100.1 and 119.4 per cent, respectively.

## Cold Storage Hide Stocks

Hides and pelts held in cold storage on January 31 totaled 79,064,000 lbs., according to the U. S. Department of Agriculture. This volume compared with 79,044,000 lbs. in stock a month earlier, 67,190,000 lbs. a year ago and the five-year 1955-59 average of 87,834,000 lbs.

# PROCESSED MEATS . . . SUPPLIES

## January Meat Food Processing Volume Largest In Many Years; Canning Industry Operations Show Increase

Processing of meat and meat food products under federal inspection in January reached its largest

MEAT AND MEAT FOOD PRODUCTS PREPARED AND PROCESSED UNDER FEDERAL INSPECTION—JANUARY 3-30, 1960, COMPARED WITH CORRESPONDING PERIOD.

JANUARY 4-31, 1959, IN 000 LBS.

	Jan. 3-30 1960	Jan. 4-31 1959
Placed in cure—		
Beef	13,590	11,719
Pork	287,591	278,212
Other	324	53
Smoked and/or dried—		
Beef	3,683	4,407
Pork	210,287	196,599
Cooked Meat—		
Beef	7,566	7,135
Pork	19,709	20,265
Other	350	175
Sausage		
Fresh finished	26,257	23,531
To be dried or semi-dried	10,574	10,397
Franks, wiener	49,665	47,503
Other smoked, cooked	51,328	47,438
Total sausage	137,824	128,869
Loaf, head cheese, chili, jellied products	15,329	15,518
Steaks, chops, roasts	49,801	43,172
Meat extract	197	165
Sliced bacon	93,463	86,538
Sliced, other	21,639	19,303
Hamburger	19,240	13,889
Miscellaneous meat prod.	16,720	15,504
Lard, rendered	200,630	182,799
Lard, refined	152,716	137,450
Oleo stock	6,531	6,189
Edible tallow	28,184	30,394
Compound containing animal fat	61,697	63,439
Oleomargarine containing animal fat	12,349	9,242
Canned product (for civilian use and Dept. of Defense)	218,998	202,959
Total <sup>a</sup>	1,578,319	1,473,896

<sup>a</sup> These figures represent "inspection pounds" as some of the products may have been inspected and recorded more than once due to having been subjected to more than one distinct processing treatment, such as curing first and then smoking, slicing.

volume for the month in many years, if not a record. The grand total of all products handled at 1,578,319,000 lbs. was up from 1,473,896,000 lbs. prepared and processed in the corresponding four-week period last year.

Production of sausage in the four weeks totaled 137,824,000 lbs. compared with 128,869,000 lbs. last year. January sausage volume was also the largest for any comparable period in about a decade, or perhaps on record. On the other hand, the amount of meat loaves, head cheese, chili, etc., was down from last year. Processors handled 49,801,000 lbs. of steaks, chops and roasts in January compared with last year's January volume of 43,172,000 lbs.

Processors sliced 93,463,000 lbs. of bacon in January, their largest output of the product for any four-week month in some time and about 7 per cent more than the 86,538,000 lbs. last year. The current edge in lard rendering was a trifle larger, as indicated by the 200,630,000 lbs. processed, as against 182,799,000 lbs. in the same four weeks last year.

In canning operations, volume produced this year was also considerably larger than last year in both the large and small containers.

## CHICAGO LARD STOCKS

Stocks of drummed lard in Chicago were reported in pounds by the Board of Trade as follows:

	Feb. 19 1960	Feb. 12 1960
P. S. lard (a)	4,849,891	3,969,325
P. S. lard (b)	360,650	360,650
Dry rendered lard (a)	1,358,423	1,358,423
Dry rendered lard (b)	1,826,281	1,859,634
TOTAL LARD	8,395,245	7,548,032

(a) Made since October 1, 1959.

(b) Made previous to October 1, 1959.

## DOMESTIC SAUSAGE

	Ocl. lb.)
Pork sausage, bulk, in 1-lb. roll	.29 @ 33 1/2
Pork saus., sheep cas.	
in 1-lb. package	.48 @ 53
Franks, sheep casing, in 1-lb. package	.62 @ 69
Franks, skinless, in 1-lb. package	.48
Bologna, ring, bulk	.44 1/2 @ 48
Bologna, a.c., bulk	.35 @ 39
Smoked liver, n.c. bulk	.45 @ 50
Smoked liver, a.c. bulk	.37 @ 45
Polish sausage, self-service pack	.58 @ 69
New Eng. lunch spec.	.60 @ 64
Olive loaf, bulk	.44 1/2 @ 53
Blood and tongue, n.c. 55 @ 68	
Blood, tongue, a.c.	.45 1/2 @ 54
Pepper loaf, bulk	.47 1/2 @ 64 1/2
Pickle & Pimento loaf	.43 1/2 @ 51
Bologna, a.c., 6, 7-oz. pack, doz.	.261 @ 3,600
New Eng. lunch spec., sliced, 6, 7-oz. doz.	.393 @ 4,920
O.L. sliced, 6, 7-oz. doz.	.293 @ 3,840
P.L. sliced, 6-oz. doz.	.340 @ 4,800
P&P loaf, sliced, 6, 7-oz. dozen	.278 @ 3,600

## DRY SAUSAGE

	Ocl. lb.)
Cervelat, hog bungs	1.03 @ 1,05
Thuringer	.62 @ 64
Farmer	.84 @ 86
Holsteiner	.75 @ 77
Salami, B.C.	.94 @ 96
Salami, Genoa style	1.05 @ 1,07
Pepperoni	.85 @ 87
Sicilian	.98 @ 1,00
Goteborg	.86 @ 88
Mortadella	.60 @ 62

## CHGO. WHOLESALE

### SMOKED MEATS

Wednesday, Feb. 24, 1960

Hams, skinned, 14/16 lbs. (av.) wrapped	45
Hams, skinned, 14/16 lbs. ready-to-eat, wrapped	46 1/2
Hams, skinned, 16/18 lbs., wrapped	44
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped	45 1/2
Bacon, fancy, de-rind, 8/10 lbs., wrapped	32 1/2
Bacon, fancy sq. cut, seedless, 10/12 lbs., wrapped	31
Bacon, No. 1, sliced 1-lb. heat seal, self-service pkg.	43

## SPICES

(Basis Chicago, original barrels, bags, bales)

	Whole	Ground
	grain	for saus.
Allspice, prime	.86	.96
resifted	.99	1.01
Chili pepper	..	.56
Chili powder	..	.56
Cloves, Zanzibar	.60	.65
Ginger, Jamaica	.52	.58
Mace, fancy Banda	3.50	3.90
East Indies	..	2.95
Mustard flour, fancy	..	43
No. 1	..	38
West Indies nutmeg	1.82	..
Paprika, Spanish	..	65
Cayenne pepper	..	63
Pepper:		
Red, No. 1	..	.56
White	1.27	1.35
Black	76	81

## SAUSAGE CASINGS

(Ccl. prices quoted to manufacturers of sausage)

	Beef rounds:	(Per set)
Clear, 29/35 mm.	1.20 @ 1.30	
Clear, 35/38 mm.	1.25 @ 1.35	
Clear, 35/40 mm.	1.05 @ 1.10	
Clear, 38/40 mm.	1.15 @ 1.25	
Not clear, 40 mm./in.	75 @ 85	
Not clear, 40 mm./in.	85 @ 95	
	Beef weasands:	(Each)
No. 1, 24 in./up	13 @ 15	
No. 1, 22 in./up	16 @ 18	
	Beef middles:	(Per set)
Ex. wide, 2 1/2 in./up	3.60 @ 3.85	
Spec. wide, 2 1/2-2 1/2 in.	2.65 @ 2.90	
Spec. med. 1 1/2-2 1/2 in.	1.75 @ 2.00	
Narrow, 1 1/2 in./in.	1.15 @ 1.30	
	Beef bung caps:	(Each)
Clear, 5 in./up	37 @ 41	
Clear, 4 1/2-5 in.	27 @ 32	
Clear, 4 1/2-5 in.	20 @ 22	
Clear, 3 1/4-4 in.	16 @ 19	
	Beef bladders, salted:	(Each)
7 1/2 in./up, inflated	21	
6 1/2-7 1/2 in., inflated	14	
5 1/2-6 1/2 in., inflated	12 @ 14	
	Pork casings:	(Per Hank)
29 mm./down	4.45 @ 4.55	
29 mm./down	4.35 @ 5.00	
32/35 mm.	3.20 @ 3.35	
35/38 mm.	2.50 @ 2.75	
38/42 mm.	2.25 @ 2.50	
	Hog bungs:	(Each)
Sow, 34 inch cut	.62 @ 64	
Export, 34 in. cut	.53 @ 57	
Large prime, 34 in.	4.20 @ 45	
Med. prime, 34 in.	2.90 @ 32	
Small prime	1.60 @ 22	
Middles, cap off	7.00 @ 75	
Hog skips	7.00 @ 10	
Hog runners, green	1.50 @ 20	

## SEEDS AND HERBS

(Ccl. lb.) Whole Ground

Caraway seed	28	33
Cominos seed	51	56
Mustard seed		
fancy	23	
yellow Amer.	17	
Oregano	37	46
Coriander		
Morocco, No. 1	20	24
Marjoram, French	54	63
Sage, Dalmatian,		
No. 1	59	66

# FRESH MEATS... Chicago and outside

## CHICAGO

Feb. 23, 1960

### CARCASS BEEF

Steers, gen. range:	(carcots, lb.)
Prime, 700/800	none qtd.
Choice, 500/600	43 1/2 @ 44
Choice, 600/700	43 1/2 @ 44
Choice, 700/800	42 1/2 @ 43
Good, 500/600	40n
Good, 600/700	39 1/2 @ 40
Bull	35 1/2
Commercial cow	30 1/2 @ 31
Canner-cutter cow	31 1/2

### PRIMAL BEEF CUTS

Prime:	(lb.)
Bounds, all wts.	54 1/2 @ 55
Tr. loins, 50/70 (del)	83 @ 98
Sq. chux, 70/90	41 @ 42
Arm. chux, 80/110	38 1/2 @ 39 1/2
Briskets (del)	34
Ribs, 25/35 (del)	61 @ 68
Navels, No. 1	11
Flanks, rough No. 1	12
Choice:	
Hindtr., 5/800	52
Foreqrs., 5/800	35 1/2
Rounds, 70/90 lbs.	53 @ 53 1/2
Tr. loins, 50/70	71 @ 77
Sq. chux, 70/90	41 @ 42
Arm. chux, 80/110	38 1/2 @ 39 1/2
Ribs, 25/30 (del)	57 @ 60
Ribs, 30/35 (del)	53 @ 54
Briskets (del)	34
Navels, No. 1	11
Flanks, rough No. 1	12
Good (all wts.):	
Sq. chucks	40 1/2 @ 41 1/2
Rounds	51 @ 52
Briskets	33 @ 33 1/2
Ribs	49 @ 52
Loins, trim'd.	62 @ 65

### COW, BULL TENDERLOINS

C&C grade, fresh	(Job lot, lb.)
Cow, 3 lbs./down	80 @ 85
Cow, 3/4 lbs.	93 @ 99
Cow, 4/5 lbs.	1.00 @ 1.05
Cow, 5 lbs./up	1.14 @ 1.18
Bull, 5 lbs./up	1.14 @ 1.18

### CARCASS LAMB

(lcl., lb.)
Prime, 30/45 lbs.
Prime, 45/55 lbs.
Prime, 55/65 lbs.
Choice, 30/45 lbs.
Choice, 45/55 lbs.
Choice, 55/65 lbs.
Good, all wts.

### PACIFIC COAST WHOLESALE MEAT PRICES

Los Angeles San Francisco No. Portland  
Feb. 23 Feb. 23 Feb. 23

#### FRESH BEEF (Carcass):

STEER:			
Choice, 5-600 lbs.	\$43.50 @ 45.00	\$45.00 @ 46.00	\$44.50 @ 45.50
Choice, 6-700 lbs.	42.50 @ 44.00	43.00 @ 45.00	43.00 @ 45.00
Good, 5-600 lbs.	41.00 @ 43.00	43.00 @ 44.00	43.00 @ 44.00
Good, 6-700 lbs.	39.00 @ 41.00	41.00 @ 42.00	42.00 @ 43.50

#### COW:

Commercial, all wts.	33.00 @ 35.00	34.00 @ 37.00	34.00 @ 35.50
Utility, all wts.	32.00 @ 34.00	30.00 @ 32.00	32.50 @ 34.00
Canner-cutter	28.00 @ 32.00	28.00 @ 30.00	30.00 @ 33.00
Bull, util. & com'l.	39.00 @ 42.00	36.00 @ 39.00	39.00 @ 41.00

#### FRESH CALF:

(Skin-off)	(Skin-off)	(Skin-off)
Choice, 200 lbs./down	48.00 @ 52.00	None quoted
Good, 200 lbs./down	47.00 @ 51.00	48.00 @ 52.00

#### LAMB (Carcass):

Prime, 45-55 lbs.	42.00 @ 44.00	None quoted	37.50 @ 41.00
Prime, 55-65 lbs.	39.00 @ 42.00	None quoted	None quoted
Choice, 45-55 lbs.	42.00 @ 44.00	42.00 @ 46.00	41.00 @ 46.00
Choice, 55-65 lbs.	39.00 @ 42.00	40.00 @ 43.00	None quoted

#### FRESH PORK (Carcass):

(Packer style)	(Shipper style)	(Shipper style)
120-180 lbs. U.S. No. 1-3	None quoted	23.50 @ 25.00

#### LOINS:

8-10 lbs.	40.00 @ 44.00	44.00 @ 46.00	40.00 @ 45.00
10-12 lbs.	40.00 @ 44.00	44.00 @ 46.00	40.00 @ 45.00
12-16 lbs.	40.00 @ 44.00	42.00 @ 44.00	40.00 @ 45.00

#### PICNICS:

(Smoked)	(Smoked)	(Smoked)
4-8 lbs.	28.00 @ 32.00	28.00 @ 32.00

#### HAMS:

12-16 lbs.	42.00 @ 50.00	48.00 @ 52.00	47.00 @ 50.50
16-18 lbs.	40.00 @ 47.00	42.00 @ 46.00	45.00 @ 48.00

30

## CHICAGO

Feb. 23, 1960

### BEEF PRODUCTS

(Frozen, carlots, lb.)
Tongues, No. 1, 100's ..
Tongues, No. 2, 100's ..
Hearts, regular 100's ..
Livers, regular, 35/50's ..
Livers, selected, 35/50's ..
Tripe, cooked, 100's ..
Tripe, scalded, 100's ..
Lips, unscalded, 100's ..
Lips, scalded, 100's ..
Meltts ..
Lungs 100's ..
Udders, 100's ..

### FANCY MEATS

(lb.)
-------

### BEEF SAUS. MATERIALS

(lb.)
-------

### FRESH

(lb.)
-------

### BEEF HAM SETS

(lcl., lb.)
Prime, carcass, 90/120 ..
Prime, carcass, 120/150 ..
Choice, carcass, 90/120 ..
Choice, carcass, 120/150 ..
Good, carcass, 90/150 ..
Commercial, 90/150 ..
Utility, carcass, 90/190 ..
Cull, carcass, 60/125 ..

### VEAL SKIN-OFF

(lcl., lb.)
-------------

### BEEF HAM SETS

(lcl., lb.)
-------------

### BRISKETS

(lcl., lb.)
-------------

### PIECES, n nominal, b-blid, a-asked

(lcl., lb.)
-------------

## NEW YORK

Feb. 23, 1960

### CARCASS BEEF AND CUTS

(lcl., lb.)
-------------

### CHOICE STEER:

(lcl., lb.)
-------------

### CHOICE COW:

(lcl., lb.)
-------------

### CHOICE BEEF:

(lcl., lb.)
-------------

### CHOICE LAMB:

(lcl., lb.)
-------------

### CHOICE PORK:

(lcl., lb.)
-------------

### CHOICE PORK SAUSAGE MATERIALS—FRESH

(Job lots)
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### PORK TRIMMINGS:

(Job lots)
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### PORK HEARTS:

(Job lots)
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### PORK LIVERS:

(Job lots)



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# PORK AND LARD . . . Chicago and outside

## CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

### CASH PRICES

(Carlot basis, Chicago price zone, Feb. 24, 1960)

SKINNED HAMS		BELLIES	
F.F.A. or fresh	Frozen	F.F.A. or fresh	Frozen
38½	10/12	38½	6/8
38½	12/14	38½	8/10
38½	14/16	38½	10/12
37½	16/18	37½	12/14
36½	18/20	36½	14/16
36	20/22	36	16/18
35½	22/24	35½	18/20
35½	24/26	35½	20/25
35½	25/30	35½	25/30
34	25/up, 2s in	34	25/30
PICNICS		D.S. BRANDED BELLIES (CURED)	
F.F.A. or fresh	Frozen	n. q.	D.S. Clear
21½	4/6	21½	20/25
20½	6/8	20½	25/30
20	8/10	20	14½n
19½n	10/12	19½n	11½
19	f.f.a. 8/up 2's in	19n	30/35
21	fresh 8/up 2's in	n.q.	35/40
		11	40/50
FAT BACKS		FAT BACKS	
		Frozen or fresh	Cured
6n		6/8	7
6n		8/10	7
6n		10/12	7½
8n		12/14	8½
8½n		14/16	9½a
8½n		16/18	10
8½n		18/20	10
8½n		20/25	10
29	Butts, 4/8	27½	
25½	Butts, 8/12	24½n	
25½	Butts, 8/up	24½n	
Ribs, 3/dn.	33½ @ 34		
28@29	Ribs, 3/5	27	
18	Ribs, 5/up	16½	

### LARD FUTURES PRICES

(Drum contract basis)

FRIDAY, FEB. 19, 1960

Open	High	Low	Close
8.65	8.65	8.62	8.62b
9.05	9.10	9.05	9.07b
9.27	9.27	9.27	9.27
9.55	9.60	9.55	9.60
.70	9.70	9.70	9.70

Sales: 1,640,000 lbs.

Open interest at close, Thurs., Feb. 18; Mar., 150; May, 176; July, 129; Sept., 80; and Oct., 8 lots.

### LARD FUTURES PRICES

(Loose contract basis)

FRIDAY, FEB. 19, 1960

Open	High	Low	Close
Mar.	...	...	7.32b
May	...	...	9.07b
July	...	...	7.92b-8.10a
Sept.	8.15	8.15	8.10b-.15a

Sales: 240,000 lbs.

Open interest at close, Thurs., Feb. 18; Mar., 1; May, 176; July, 1; and Sept., 38 lots.

### MONDAY, FEB. 22, 1960

Board of Trade closed

No trading in drum lard futures in observance of George Washington's birthday anniversary

### MONDAY, FEB. 22, 1960

Board of Trade closed  
No trading in loose lard futures in observance of George Washington's birthday anniversary

### TUESDAY, FEB. 23, 1960

Mar. 8.57 8.57 8.52 8.52a

May 9.00 9.00 8.90 8.90a

July 9.22 9.22 9.20 9.20a

Sept. 9.55 9.60 9.55 9.60

Oct. 9.60 9.60 9.55 9.60b

Sales: 640,000 lbs.

Open interest at close, Fri., Feb. 19; Mar., 145; May, 183; July, 131; Sept., 87; and Oct., 9 lots.

### TUESDAY, FEB. 23, 1960

Mar.	...	...	7.25b-.40a
May	...	...	7.75b
July	...	...	8.00b-.10a
Sept.	...	...	8.15b-.20a

Sales: none.

Open interest at close, Fri., Feb. 19; Mar., 1; July, 1; and Sept., 42 lots.

### WEDNESDAY, FEB. 24, 1960

Mar.	...	...	7.25b-.40a
May	8.85	8.90	8.80a
July	9.10	9.10	9.10
Sept.	9.40	9.40	9.40a
Oct.	9.52	9.52	9.52

Sales: 1,860,000 lbs.

Open interest at close, Tues., Feb. 23; Mar., 139; May, 186; July, 132; Sept., 87; and Oct., 13 lots.

### WEDNESDAY, FEB. 24, 1960

Mar.	...	...	7.25b-.40a
May	...	...	8.00b-.10a
July	8.19	8.20	8.20a

Sales: 360,000 lbs.

Open interest at close, Tues., Feb. 23; Mar., 1; July, 1; and Sept., 42 lots.

Open interest at close, Tues., Feb. 23; Mar., 1; July, 1; and Sept., 42 lots.

### THURSDAY, FEB. 24, 1960

Mar.	...	...	7.25b-.40a
May	8.75	8.75	8.72b
July	9.00	9.05	9.05
Sept.	9.30	9.35	9.30
Oct.	9.52	9.52	9.52

Sales: 1,500,000 lbs.

Open interest at close, Wed., Feb. 24; Mar., 133; May, 192; July, 132; Sept., 94; and Oct., 13 lots.

Mar.	...	...	7.25b-.40a
May	...	...	7.92b-8.10a
July	8.20	8.20	8.20

Sales: 240,000 lbs.

Open interest at close, Wed., Feb. 24; Mar., 1; July, 1; and Sept., 44 lots.

### Margins on Light and Heavy Hogs Improve

(Chicago costs, credits and realizations for Monday and Tuesday)

Markups on lean cuts from light and heavyweight hogs helped relieve some of the pressure on cut-out margins on the two classes, but not on mediumweights. A sharply higher live market on mediumweights offset the higher prices on lean cuts from such hogs, checking the better trend on those margins.

180-220 lbs.—	220-240 lbs.—	240-270 lbs.—
Value	Value	Value
per cwt.	per cwt.	per cwt.
alive	alive	alive
\$10.79	\$15.39	\$10.33
3.43	4.91	3.42
1.58	2.27	1.46
13.78	14.05	13.62
Condemnation loss	.06	.06
Handling, overhead	1.98	1.80
TOTAL COST	15.79	15.91
TOTAL VALUE	15.80	15.21
Cutting margin	.01	.02
Margin last week	.24	.35

### PACIFIC COAST WHOLESALE LARD PRICES

	Los Angeles	San Francisco	No. Portland
	Feb. 23	Feb. 23	Feb. 23
1-lb. cartons	13.00 @ 15.50	15.00 @ 16.00	13.50 @ 16.00
50-lb. cartons & cans	11.75 @ 14.00	13.00 @ 15.00	None quoted
Tierces	10.50 @ 12.50	12.50 @ 14.50	10.50 @ 14.00

### PACKERS' WHOLESALE LARD PRICES

	Wednesday, Feb. 24, 1960	Wednesday, Feb. 24, 1960	Wednesday, Feb. 24, 1960
	Crude cottonseed oil, f.o.b.	White domestic vegetable, f.o.b.	oleo margarine, f.o.b.
Refined lard, drums, f.o.b.	\$11.00	\$11.00	\$11.00
Refined lard, 50-lb. fiber cubes, f.o.b. Chicago	11.50	11.50	11.50
Kettle rendered, 50-lb. tins, f.o.b. Chicago	12.50	12.50	12.50
Leaf, kettle rendered, drums, f.o.b. Chicago	12.00	12.00	12.00
Lard flakes, f.o.b. frums, f.o.b. Chicago	13.00	13.00	13.00
Standard shortening, N. & S. (del.)	17.25	17.25	17.25
Hydrogenated shortening, North & South, drums	17.50	17.50	17.50
Note: add ½¢ to all prices ending in 3 or 7.			
n-nominal, a-asked, b-bid			

### HOG-CORN RATIOS COMPARED

The hog-corn ratio based on barrows and gilts at Chicago for the week ended Feb. 20, 1960 was 12.1, the U. S. Department of Agriculture has reported. This ratio compared with the 11.9 ratio for the preceding week and 13.1 a year ago. These ratios were calculated on the basis of No. 3 yellow corn selling at \$1.17, \$1.14 and \$1.17 per bu. during the three periods, respectively.

Closing cottonseed oil futures in New York were as follows:

Feb. 19—Mar., 11.26-32a; May, 11.40; July, 11.48-49; Sept., 11.35-40a; Oct., 11.25-27a; Dec., 11.22-23a; Mar., 11.25b; May, 11.30b; and July, 11.30b.

Feb. 22—No trading in cottonseed oil futures in observance of George Washington's birthday anniversary.

Feb. 23—Mar., 11.14; May, 11.30; July, 11.41-40; Sept., 11.34; Oct., 11.21; Dec., 11.19b-20a; Mar., 11.25b; May, 11.27b; and July, 11.30b.

Feb. 24—Mar., 11.18; May, 11.33-34; July, 11.45; Sept., 11.37b-38a; Oct., 11.23-25; Dec., 11.25b-28a; Mar., 11.20b; May, 11.25b; and July, 11.28b.

Feb. 25—Mar., 11.12; May, 11.33-34; July, 11.44; Sept., 11.36b-38a; Oct., 11.24-22; Dec., 11.22b-23a; Mar., 11.25b-35a; May, 11.27b-35a; and July, 11.25b-35a.

# BY-PRODUCTS...FATS AND OILS

## BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)  
Wednesday, Feb. 24, 1960

### BLOOD

Unground, per unit of ammonia, bulk .....	5.00n
<b>DIGESTER FEED TANKAGE MATERIALS</b>	
Wet rendered, unground, loose	
Low test .....	5.25@ 5.50n
Med. test .....	5.00n
High test .....	4.75n

### PACKINGHOUSE FEEDS

Carlots, ton	
50% meat, bone scraps, bagged	\$70.00@ 80.00
50% meat, bone scraps, bulk ..	67.50@ 70.00
60% digester, tankage, bagged ..	70.00@ 80.00
60% digester, tankage, bulk ..	67.50@ 70.00
80% blood meal, bagged .....	100.00@ 120.00
Steak bone meal, 50-lb. bags (specially prepared) .....	102.50
60% steam bone meal, bagged ..	90.00

### FERTILIZER MATERIALS

Feather tankage, ground, per unit ammonia (85% prot.) .....	4.75
Hoof meal, per unit of ammonia .....	17.00

### DRY RENDERED TANKAGE

Low test, per unit prot. ....	1.25n
Medium test, per unit prot. ....	1.20n
High test, per unit prot. ....	1.10@ 1.15n

### GELATINE AND GLUE STOCKS

Bone stock, (gelatine), ton .....	14.50
Cattie jaws, feet (non-gel), ton .....	1.25@ 3.25
Trim bone, ton .....	3.25@ 7.50
Pigskins (gelatine), lb. ....	5½
Pigskins (rendering) piece .....	7½@ 12½

### ANIMAL HAIR

Winter coil, dried, c.a.f. midwest, ton .....	60.00
Winter coil, dried, midwest, ton .....	55.00
Cattie switches, piece .....	2@ 3½
Winter processed (Nov-Mar.) gray, lb. ....	none qtd.
Del. midwest, tel. east, n-nom. a-asked.	

## TALLOWS and GREASES

Wednesday, Feb. 24, 1960

In very large volume late last week, choice white grease, all hog, sold at 6½c, c.a.f. New York. Additional sales were also consummated at 6¾c, c.a.f. Avondale, La. Bleachable fancy tallow, regular stock, sold at 5¾c, and high titre material sold at 5¾c, all c.a.f. Avondale. Inquiry was apparent on bleachable fancy tallow at 5¾@5½c, c.a.f. New York.

Special tallow sold at 4½@4¾c, yellow grease at 4¾c and bleachable fancy tallow at 5¾c, all c.a.f. Chicago. Buying interest on the other inedible items was still prevalent, but sellers held for fractionally higher prices in the Midwest. Edible tallow traded at 7¾c, c.a.f. Chicago, and some also sold at 6¾c, f.o.b. River.

Inedible material remained in good demand at the start of the new week for c.a.f. eastern and c.a.f. Chicago delivery. Bleachable fancy tallow was bid at 5¾@5½c, c.a.f. New York, and some indications were also in the market on high titre stock at 6c. Choice white

grease, all hog, met buying inquiry at 6½c, c.a.f. New York. Bleachable fancy tallow was bid at 5¾c, delivered Avondale, but sellers held for a fractionally higher price. Edible tallow got persistent bids of 6¾c, f.o.b. River points, and some was reported offered at 7c. A few tanks of edible tallow changed hands at 7½c, c.a.f. Chicago. Special tallow was bid at 5¾c, and yellow grease at 4¾@5½c, delivered East.

The "octopus hold" on materials at midweek by producers resulted in consumers raising their ideas fractionally at most destination points. Some trading consequently, was transacted at better price levels. Bleachable fancy tallow sold at 5¾c, prime tallow at 5@5½c, special tallow at 4¾c and No. 2 tallow at 3¾c, all c.a.f. Chicago. Choice white grease, all hog, was bid at 5¾c, and No. 1 tallow and yellow grease at 4¾c, also c.a.f. Chicago.

Original fancy tallow was bid at 6½c, c.a.f. New York. Choice white grease, all hog, was bid at 6½c, and bleachable fancy tallow at 6c, c.a.f. East. Bleachable fancy tallow was bid at 5¾@5½c, c.a.f. Avondale.

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and offered at 6c. Later, high titre stock bleachable fancy tallow sold at 6c, c.a.f. Avondale.

Bleachable fancy tallow, high titre, met buying interest at 6½c, c.a.f. New York. Special tallow was bid at 5½@5½c, and yellow grease at 5@5½c, also c.a.f. New York. In moderate trading, edible tallow changed hands at 7c, f.o.b. River points, and at 7½c, c.a.f. Chicago. Edible tallow was still bid at 7½c, c.a.f. Chicago, and offered at 7%@7½c. It was reported that house grease sold at 4½c, c.a.f. Chicago.

**TALLOWES:** Wednesday's quotations: edible tallow, 7c, f.o.b. River, and 7½c, Chicago basis; original fancy tallow, 5½c; bleachable fancy tallow, 5½c; prime tallow, 5@5½c; special tallow, 4½c; No. 1 tallow, 4½c; and No. 2 tallow, 3½c.

**GREASES:** Wednesday's quotations: choice white grease, all hog, 5½c; B-white grease, 4½c; yellow grease, 4½c; and house grease, 4½c.

## EASTERN BY-PRODUCTS

New York, Feb. 24, 1960

Dried blood was quoted today at \$4@4.25 per unit of ammonia. Low test wet rendered tankage was listed at \$4@4.75 per unit of ammonia and dry rendered tankage was priced at \$1.15 per protein unit.

## Three New Firms Made Regular In Soybean Oil Space By CBT

Three companies have been declared "regular" for either an increase in storage capacity or for new storage space entirely for delivery of crude soybean oil on futures contracts listed on the Chicago Board of Trade, it has been announced.

The companies are: Iowa Milling Company of Cedar Rapids, which has been approved for 2,160,000 lbs. of new space; North Iowa Cooperative Processing Association of Mason City, which has doubled crude soybean oil storage facilities to 7,800,000 lbs., as part of its overall expansion program in grain and oil storage space, and Quincy Soybean Products Company, with new storage space of 4,500,000 lbs.

The boost in storage facilities increases the amount of warehouse space declared regular for Chicago Board of Trade delivery on futures contracts, from 156,316,515 lbs. to a new high of 160,816,515 lbs.

Meanwhile the board of directors of the exchange also declared that The Pillsbury Company plant in Springfield, Ill., has been made regular for delivery in fulfillment of soybean meal futures contracts.

## CHICAGO HIDES

Wednesday, Feb. 24, 1960

**BIG PACKER HIDES:** An estimated 90,000 hides sold last week, including bookings to packers' tanning subsidiaries. Dealers were the major purchasers again, as domestic tanner demand continued to be spoty. Light native cows sold lower—to a more normal price relationship with the heavier selections. In some instances, ½c premiums were paid for lighter average heavy native cows and branded cows. Bulk of the branded cow sales involved Northerns at 13½c, with River light averages at 14c. Most River heavy native cows sold at 15c, and about 4,000 Northern's moved at 15½c. Light native cow sales involved St. Paul's at 19c, Milwaukee's at 19½c, Indianapolis' at 20c and River production at 21c. The Southeastern light hide market was weak, as about 10,000 moved at a decline of 3c. Jackson and Montgomery natives and brands sold at 25c and 23c, respectively. Some Atlanta production brought 2c less.

Most packers were closed on Monday in observance of George Washington's birthday anniversary, but on Tuesday, steady bids were reported on practically all selections. Some export demand for Colorados was noted, but no action was reported. The market was inactive on Wednesday, with steady bids again the rule.

**SMALL PACKER AND COUNTRY HIDES:** Trading was dull the past week as buying orders lagged. Locker-butcher 50/52-lb. averages were slow at 13½@14c, with some sellers' price ideas around 14½c for favorable freight point material. Straight 50/52-lb. renderers traded at 12½@13c, with some stock held up to 13½c at certain points. No. 3 hides were nominal at 11c, with reports of 11½c, not confirmed. Midwestern small packer 50/52-lb. average allweights were reported available at 17@17½c, for good quality stock. The 60/62's were quiet and nominal at 12½@13c. Good to choice Northern horsehides were a shade easier and quoted at 12.00@12.25 for trimmed lots. Ordinary lots sold at around 10.00@10.50.

**CALFSKINS AND KIPSKINS:** Since last week, Northern light and heavy calfskins sold at 55c and 56c, respectively. Also, a large producer sold some Evansville stock at the same basis. Kipskins were slightly easier, although no actual sales were heard on Northern-River stock. A car of Nashville kips sold re-

cently at 46c, or down 2½c from a previous sale. Big packer regular slunks were quoted at 2.10 nominal. Small packer allweight calf was steady at 42@45c nominal. Southwestern small packer allweight kips were pegged at 35@38c nominal, as was country allweight calf at 26@29c, as to points involved. Allweight kips were steady at 23@25c.

**SHEEPSKINS:** Northern-River No. 1 shearlings held steady at 1.75@2.00. Southwestern types were held at 2.10 and slightly higher. River No. 2 shearlings were pegged at 1.40@1.50, outside price obtainable on Southwesterns. No. 3's were quoted at .65@.75. Midwestern wool pelts were slow. Recent sales ranged from 3.55@3.75. Full wool dry pelts were nominal at 25c. Pickled skins were slow, with lambs at 12.00 and sheep at 14.00.

## CHICAGO HIDE QUOTATIONS

### PACKER HIDES

	Wednesday, Feb. 24, 1960	Cor. date
Lgt. native steers	23½n	22½@23
Hvy. nat. steers	13 @13½n	14 @14½
Ex. lgt. nat. steers	25½n	25½@26
Butt-brand. steers	11½n	11½
Colorado steers	10½n	11½
Hvy. Texas steers	11½n	12
Light Texas steers	22n	18n
Ex. lgt. Texas steers	23½n	22n
Heavy native cows	15 @15½n	16½@17
Light nat. cows	19 @21½n	20½@25½n
Branded cows	13½ @14½n	15½ @17½
Native bulls	11½ @12½n	12 @12½
Branded bulls	10½ @11½n	11 @11½
Calfskins:		
Northerns, 10/15 lbs.	56n	67½n
10 lbs./down	55n	70n
Kips, Northern native,		
15/25 lbs.	46n	51½n

### SMALL PACKER HIDES

STEERS AND COWS:		
60/62-lb. avg.	12½ @13n	16½n
50/52-lb. avg.	17 @17½n	18½ @19n

### SMALL PACKER SKINS

Calfskins, all wts.	42 @45n	48 @50n
Kipskins, all wts.	35 @38n	37 @38n

### SHEEPSKINS

Packer shearlings:			
No. 1	1.75@ 2.00	1.00@ 1.40	
No. 2	1.40@ 1.50	.50@ .60n	
Dry Pelts	25n	.16@ .17n	
Horsehides, untrim.	12.00@ 12.25	9.00@ 9.50n	
Horsehides, trim.	12.00@ 12.25	8.50@ 9.00n	

## N. Y. HIDE FUTURES

Friday, Feb. 19, 1960

	Open	High	Low	Close
Apr.	19.46	19.50	19.00	19.10 -07
July	18.73b	18.63	18.42	18.42b- .25a
Oct.	18.35	18.35	18.35	18.05b- .25a
Jan.	17.75b	17.50b	17.50b	17.50b- .25a
Apr.	17.25b	17.25b	17.25b	17.00b
Sales:	34 lots.			

Monday, Feb. 22, 1960

No trading in hide futures in observance of George Washington's birthday anniversary.

Tuesday, Feb. 23, 1960

	Open	High	Low	Close
Apr.	19.15b	19.40	19.16	19.20b- .25a
July	18.45b	18.70	18.70	18.47b- .55a
Oct.	18.10b	18.10	18.10	18.05b- .25a
Jan.	17.50b	17.50b	17.50b	17.50b-18.00a
Apr.	17.20b	17.20b	17.20b	17.00b
Sales:	31 lots.			

Wednesday, Feb. 24, 1960

	Open	High	Low	Close
Apr.	19.24b	19.35	19.25	19.30b- .40a
July	18.50b	18.60	18.50	18.58b- .59a
Oct.	18.05b	18.30	18.30	18.22b- .29a
Jan.	17.50b	17.50b	17.50b	17.60b-18.00a
Apr.	17.00b	17.00b	17.00b	17.10b
Sales:	47 lots.			

Thursday, Feb. 25, 1960

	Open	High	Low	Close
Apr.	19.46	19.46	19.11	19.20
July	18.60b	18.56	18.45	18.45
Oct.	18.16b	18.12	18.12	18.10b- .20a
Jan.	17.60b	17.60b	17.60b	17.50b-18.00a
Apr.	17.10b	17.10b	17.10b	17.00b
Sales:	33 lots.			

# LIVESTOCK MARKETS...Weekly Review

## Continued High Level Of Cattle Kill Seen In Larger 1959 Calf Crop; First Upswing in 4 Years

A continued high level of cattle slaughter, perhaps of record proportions, appears assured for the next year or more due to last year's increase in the calf crop over that of the year before.

The 1959 calf crop totaled 41,046,000 head, 2 per cent larger than the 1958 calf crop of 40,409,000 head, according to the Crop Reporting Board. The 1959 increase reversed the down trend of the previous four years. However, the 1959 calf crop was 4 per cent below the record-high 1954 crop of 42,601,000 calves, but it was 7 per cent above the 1958-57 average.

The 1959 calf crop totaled 16,795,000 head in the north central states, up 1 per cent from 1958 and 2 per cent above the 10-year average. In the south central states, the crop of 10,847,000 head exceeded that of a year earlier by 3 per cent and in the south Atlantic states, the crop totaled 3,320,000 head.

The calf crop in the 11 western states at 7,191,000 head, was 3 per cent larger than in 1958. All states in this region showed larger calf crops in 1959. The calf crop of 2,893,000 head for 1959 in the north Atlantic states compared with 2,910,000 head a year earlier.

## F. I. LIVESTOCK SLAUGHTER CLASSIFIED

\*Classification of livestock slaughtered under federal inspection in December 1959, compared with November 1959 and December 1958 is shown below:

	Number (000 omitted)						Per cent		
	Dec.	Nov.	Year	Dec.	Dec.	Nov.	Year	Dec.	1958
	1959	1959	1959	1958	1959	1959	1959	1958	1958
<b>Cattle:</b>									
Steers	840	750	9,681	864	54.1	51.3	55.4	60.1	
Heifers	335	325	3,701	224	21.6	22.2	21.2	15.6	
Cows	360	370	3,836	329	23.2	25.3	22.0	22.9	
Bulls, and stags	17	18	240	20	1.1	1.2	1.4	1.4	
Totals	1,552	1,403	17,458	1,437	100.0	100.0	100.0	100.0	
Canners, cutters <sup>1</sup>	163	196	1,805	159	10.5	13.4	10.3	11.1	
<b>Hogs:</b>									
Sows	530	551	6,392	488	7.6	8.7	9.3	8.4	
Barrows, gilts	6,411	5,760	62,027	5,314	92.0	90.9	90.3	91.4	
Stags, boars	28	25	28	288	12	.4	.4	.2	
Totals	6,969	6,336	68,707	5,814	100.0	100.0	100.0	100.0	
<b>Sheep and Lambs:</b>									
Lambs, yrds.	1,142	1,008	12,808	1,019	96.6	94.2	95.1	96.0	
Sheep	40	62	658	42	3.4	5.8	4.9	4.0	
Totals	1,182	1,070	13,466	1,061	100.0	100.0	100.0	100.0	

<sup>1</sup>Based on reports from packers. <sup>2</sup>Included in cattle classification.

## INSPECTED SLAUGHTER BY REGIONS

United States federally inspected slaughter by regions in 1959, as reported by the USDA, in 000's.

Region	Cattle 1959	Calves 1959	Hogs 1959	Sheep 1959
N. Atl. states	1,349	1,105	5,828	2,150
S. Atl. states	413	343	3,390	—
N.C. States—East	3,218	1,664	15,992	1,285
N.C. States—N.W.	5,744	631	27,519	4,006
N.C. States—S.W.	1,734	170	6,832	941
S. Central States	1,599	650	5,404	1,254
Mountain States	1,231	27	1,150	1,709
Pacific States	2,169	283	2,582	2,117
Totals, 1959	17,459	4,875	66,707	13,466
Totals, 1958	17,642	5,672	59,462	12,397

Other animals slaughtered under federal inspection: Year 1959—horses, 73,323; and goats, 73,808. Year 1958—horses, 107,406; and goats, 242,650. Data furnished by Agricultural Research Service.

## TOTAL TRUCKED-IN RECEIPTS

Total trucked-in receipts of livestock at 58 markets in 1959-58 were reported by the USDA as follows:

	Number of head	Per cent of total
	Year 1959	Year 1958
Cattle	17,063,673	17,056,082
Calves	2,826,755	3,040,248
Hogs	31,517,936	27,389,130
Sheep	8,653,510	7,621,800

## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, Feb. 23 were reported by the Agricultural Marketing Service, Livestock Division, as follows:

N.Y. Yds. Chicago Sioux City Omaha St. Paul

**HOGS:**

U.S. No. 1:

180-200 ..... \$13.00-14.50

200-220 ..... 14.25-14.50

220-240 ..... 14.00-14.50

U.S. No. 2:

180-200 ..... 13.00-14.35

200-220 ..... 14.00-14.35

220-240 ..... 13.85-14.35

240-270 ..... 13.50-14.00

U.S. No. 3:

200-220 ..... \$13.75-14.00

220-240 ..... 13.50-14.00

240-270 ..... 13.15-13.75

270-300 ..... 13.00-13.35

U.S. No. 4:

180-200 ..... 14.00-14.35

200-220 ..... 14.00-14.35

220-240 ..... 13.85-14.35

240-270 ..... 13.50-14.00

U.S. No. 5:

180-200 ..... 13.75-14.00

200-220 ..... 13.50-14.00

220-240 ..... 13.50-14.00

240-270 ..... 13.25-13.75

270-300 ..... 13.00-13.35

U.S. No. 6:

180-200 ..... 14.00-14.35

200-220 ..... 14.00-14.35

220-240 ..... 13.85-14.35

240-270 ..... 13.50-14.00

U.S. No. 7:

180-200 ..... 12.75-13.00

200-220 ..... 12.50-13.00

220-240 ..... 11.75-13.00

240-270 ..... 11.50-12.50

270-300 ..... 11.50-12.50

U.S. No. 8:

180-200 ..... 12.75-13.00

200-220 ..... 12.50-12.75

220-240 ..... 12.50-12.75

240-270 ..... 12.25-12.50

270-300 ..... 12.00-12.75

U.S. No. 9:

180-200 ..... 12.75-13.00

200-220 ..... 12.50-12.75

220-240 ..... 12.50-12.75

240-270 ..... 12.25-12.50

270-300 ..... 12.00-12.75

U.S. No. 10:

180-200 ..... 12.75-13.00

200-220 ..... 12.50-12.75

220-240 ..... 12.50-12.75

240-270 ..... 12.25-12.50

270-300 ..... 12.00-12.75

U.S. No. 11:

180-200 ..... 12.75-13.00

200-220 ..... 12.50-12.75

220-240 ..... 12.50-12.75

240-270 ..... 12.25-12.50

270-300 ..... 12.00-12.75

U.S. No. 12:

180-200 ..... 12.75-13.00

200-220 ..... 12.50-12.75

220-240 ..... 12.50-12.75

240-270 ..... 12.25-12.50

270-300 ..... 12.00-12.75

U.S. No. 13:

180-200 ..... 12.75-13.00

200-220 ..... 12.50-12.75

220-240 ..... 12.50-12.75

240-270 ..... 12.25-12.50

270-300 ..... 12.00-12.75

U.S. No. 14:

180-200 ..... 12.75-13.00

200-220 ..... 12.50-12.75

220-240 ..... 12.50-12.75

240-270 ..... 12.25-12.50

270-300 ..... 12.00-12.75

U.S. No. 15:

180-200 ..... 12.75-13.00

200-220 ..... 12.50-12.75

220-240 ..... 12.50-12.75

240-270 ..... 12.25-12.50

270-300 ..... 12.00-12.75

U.S. No. 16:

180-200 ..... 12.75-13.00

200-220 ..... 12.50-12.75

220-240 ..... 12.50-12.75

240-270 ..... 12.25-12.50

270-300 ..... 12.00-12.75

U.S. No. 17:

180-200 ..... 12.75-13.00

200-220 ..... 12.50-12.75

220-240 ..... 12.50-12.75

240-270 ..... 12.25-12.50

270-300 ..... 12.00-12.75

U.S. No. 18:

180-200 ..... 12.75-13.00

200-220 ..... 12.50-12.75

220-240 ..... 12.50-12.75

240-270 ..... 12.25-12.50

270-300 ..... 12.00-12.75

U.S. No. 19:

180-200 ..... 12.75-13.00

200-220 ..... 12.50-12.75

220-240 ..... 12.50-12.75

240-270 ..... 12.25-12.50

270-300 ..... 12.00-12.75

U.S. No. 20:

180-200 ..... 12.75-13.00

200-220 ..... 12.50-12.75

220-240 ..... 12.50-12.75

240-270 ..... 12.25-12.50

270-300 ..... 12.00-12.75

U.S. No. 21:

180-200 ..... 12.75-13.00

200-220 ..... 12.50-12.75

220-240 ..... 12.50-12.75

240-270 ..... 12.25-12.50

270-300 ..... 12.00-12.75

U.S. No. 22:

180-200 ..... 12.75-13.00

200-220 ..... 12.50-12.75

220-240 ..... 12.50-12.75

240-270 ..... 12.25-12.50

270-300 ..... 12.00-12.75

U.S. No. 23:

180-200 ..... 12.75-13.00

200-220 ..... 12.50-12.75

220-240 ..... 12.50-12.75

240-270 ..... 12.25-12.50

270-300 ..... 12.00-12.75

U.S. No. 24:

180-200 ..... 12.75-13.00

200-220 ..... 12.50-12.75

220-240 ..... 12.50-12.75

240-270 ..... 12.25-12.50

270-300 ..... 12.00-12.75

U.S. No. 25:

180-200 ..... 12.75-13.00

20

## CORN BELT DIRECT TRADING

Des Moines, Feb. 24—Prices on hogs at 14 plants and about 30 concentration yards in interior Iowa and southern Minnesota, as quoted by the U. S. Department of Agriculture:

BARROWS & GILTS: (Cwt.)	
U.S. No. 1, 200-220	\$13.25 @ 14.25
U.S. No. 1, 220-240	13.00 @ 14.05
U.S. No. 2, 200-220	13.25 @ 13.85
U.S. No. 2, 220-240	12.05 @ 13.70
U.S. No. 2, 240-270	12.50 @ 13.40
U.S. No. 3, 200-220	12.85 @ 13.60
U.S. No. 3, 220-240	12.55 @ 13.45
U.S. No. 3, 240-270	13.10 @ 13.15
U.S. No. 3, 270-300	11.85 @ 12.70
U.S. No. 3, 270-300	12.00 @ 12.75
U.S. No. 3, 180-200	12.25 @ 13.60
U.S. No. 3, 200-220	13.00 @ 13.75
U.S. No. 3, 220-240	12.85 @ 13.60
U.S. No. 3, 240-270	12.40 @ 13.30

SOVS:

U.S. No. 1-3, 270-330	11.35 @ 12.75
U.S. No. 1-3, 300-400	10.85 @ 12.25
U.S. No. 1-3, 400-550	9.35 @ 11.75

Corn Belt hog receipts, as reported by the USDA:

	This week	Last week	Last year
13.30-12.75	62,000	81,000	56,000
13.30-12.75	37,000	57,000	51,000
13.30-12.75	14,000	32,000	36,000
13.30-12.75	87,000	88,000	71,000
13.30-12.75	79,000	83,000	89,000
13.30-12.75	75,000	64,000	73,000

## LIVESTOCK PRICES AT ST. JOSEPH

Livestock prices at St. Joseph, Tuesday, Feb. 16 were as follows:

Cattle: (Cwt.)	
Steers, choice	\$24.50 @ 29.00
Steers, good	23.00 @ 25.50
Heifers, gd. & ch.	22.50 @ 24.50
Cows, util. & com'l.	15.00 @ 17.00
Cows, can. & cut.	12.50 @ 15.50
Bulls, util. & com'l.	16.50 @ 19.00

VEAL: (Cwt.)	
Good & choice	25.00 @ 30.00
Calves, gd. & ch.	21.00 @ 24.00

BARROWS & GILTS: (Cwt.)	
U.S. No. 3, 220-240	13.75 @ 14.00
U.S. No. 3, 240-270	13.50 @ 13.75
U.S. No. 3, 270-300	13.50 @ 13.60
U.S. No. 1-2, 180-200	14.00 @ 14.60
U.S. No. 1-2, 200-220	14.50 @ 14.75
U.S. No. 1-2, 220-240	14.35 @ 14.60
U.S. No. 2-3, 200-220	13.75 @ 14.25
U.S. No. 2-3, 220-240	13.75 @ 14.25
U.S. No. 2-3, 240-270	13.50 @ 14.25
U.S. No. 2-3, 270-300	13.50 @ 13.65
U.S. No. 1-3, 180-200	13.50 @ 14.35
U.S. No. 1-3, 200-220	14.00 @ 14.35
U.S. No. 1-3, 220-240	14.00 @ 14.35
U.S. No. 1-3, 240-270	13.50 @ 14.25

SOVS: (Cwt.)	
270-330 lbs.	12.75 @ 13.25
330-400 lbs.	12.25 @ 13.00
400-550 lbs.	11.75 @ 12.75

LAMBS: (Cwt.)	
Gd. & ch. (wooled)	19.00 @ 20.50
Gd. & ch. (shorn)	19.00 @ 19.25

## LIVESTOCK PRICES AT DENVER

Livestock prices at Denver on Tuesday, Feb. 23 were as follows:

Cattle: (Cwt.)	
Steers, choice	\$25.00 @ 26.50
Steers, std. & gd.	19.50 @ 23.50
Heifers, gd. & ch.	22.50 @ 26.60
Cows, utility	16.00 @ 17.25
Cows, can. & cut.	13.50 @ 16.00
Bulls, utility	19.00 @ 21.00

BARROWS & GILTS: (Cwt.)	
U.S. No. 1-2, 190-220	15.25 @ 15.40
U.S. No. 1-3, 190-250	15.00 @ 15.25
U.S. No. 2-3, 250-270	14.75 @ 15.00

SOVS: (Cwt.)	
270-300 lbs. No. 1-2	13.00 @ 12.25
315-480 lbs.	11.75 @ 12.50

LAMBS:	
Gd. & ch. (wooled)	19.75 @ 21.00
Gd. & ch. (shorn)	19.00 @ 20.00

## LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis, Tuesday, Feb. 23 were as follows:

Cattle: (Cwt.)	
Steers, ch. & pr.	\$26.00 @ 29.00
Steers, good	23.50 @ 26.00
Heifers, gd. & ch.	23.50 @ 26.00
Cows, util. & com'l.	14.50 @ 17.00
Cows, can. & cut.	13.00 @ 16.00
Bulls, util. & com'l.	18.00 @ 21.25

VEALERS:	
Choice & prime	none qtd.
Good & choice	33.00 @ 37.00
Calves, std. & gd.	none qtd.

BARROWS & GILTS:	
U.S. No. 1, 220-240	14.15 @ 14.85
U.S. No. 2, 200-220	13.00 @ 14.50
U.S. No. 3, 220-240	13.50 @ 14.50
U.S. No. 3, 240-270	13.75 @ 14.25
U.S. No. 3, 270-300	13.75 @ 14.25
U.S. No. 1-2, 180-200	14.00 @ 14.60
U.S. No. 1-2, 200-220	14.50 @ 14.75
U.S. No. 1-2, 220-240	14.35 @ 14.60
U.S. No. 2-3, 200-220	13.75 @ 14.25
U.S. No. 2-3, 220-240	13.75 @ 14.25
U.S. No. 2-3, 240-270	13.75 @ 14.25
U.S. No. 2-3, 270-300	13.50 @ 14.35
U.S. No. 1-3, 180-200	13.50 @ 14.35
U.S. No. 1-3, 200-220	14.00 @ 14.35
U.S. No. 1-3, 220-240	14.00 @ 14.35
U.S. No. 1-3, 240-270	13.50 @ 14.25

SOVS: (Cwt.)	
270-330 lbs.	12.25 @ 12.75
330-400 lbs.	12.00 @ 12.50
400-550 lbs.	11.50 @ 12.25

LAMBS: (Cwt.)	
Gd. & ch. (wooled)	18.00 @ 21.50
Gd. & ch. (fall shorn)	20.00

## WEEKLY LIVESTOCK SLAUGHTER

Slaughter of livestock at major centers during the week ended Feb. 20, 1960 (totals compared), as reported by the U. S. Department of Agriculture:

City or Area	Cattle	Calves	Hogs	Sheep
Boston, New York City area	13,431	7,506	52,705	42,196
Baltimore, Philadelphia	8,040	1,611	29,019	4,834
Cincy., Cleve., Detroit, Indpls.	18,582	3,714	143,493	16,248
Chicago Area	17,820	6,674	34,935	4,528
St. Paul-Wis. areas	29,510	23,549	139,340	16,313
St. Louis area	10,961	1,559	86,824	5,577
Sioux City-So. Dak. Area	22,438	...	101,540	17,417
Kansas City	15,729	104	85,129	16,797
Iowa-S. Minnesota	31,059	10,594	130,931	32,795
Louisville, Evansville, Nashville	...	...	...	...
Memphis	5,918	2,553	63,771	...
Georgia-Florida-Alabama Area	6,074	2,598	34,967	...
St. Joseph, Wichita, Okla. City	20,054	1,203	58,936	8,023
Ft. Worth, Dallas, San Antonio	8,672	2,976	19,075	10,739
Denver, Ogden, Salt Lake City	19,400	306	18,754	28,213
Los Angeles, San Fran. Areas	27,711	1,516	27,607	28,476
Portland, Seattle, Spokane	6,898	284	18,531	4,136

GRAND TOTALS ..... 299,496 66,747 1,269,441 236,290

Totals, same week 1959 ..... 264,065 71,043 1,339,276 233,955

<sup>1</sup>Includes Brooklyn, Newark and Jersey City. <sup>2</sup>Includes St. Paul, Minn., and Madison, Milwaukee, Green Bay, Wis. <sup>3</sup>Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. <sup>4</sup>Includes Sioux Falls, Huron, Mitchell, Madison, and Watertown, S. Dak.

<sup>5</sup>Includes Lincoln and Fremont, Nebr., and Glenwood, Iowa. <sup>6</sup>Includes Albert Lea, Austin and Winona, Minn., Cedar Rapids, Davenport, Des Moines, Dubuque, Estherville, Fort Dodge, Marshalltown, Mason City, Ottumwa, Postville, Storm Lake and Waterloo, Iowa. <sup>7</sup>Includes Birmingham, Dothan and Montgomery, Ala., Albany, Atlanta, Moultrie, and Thomasville, Ga. <sup>8</sup>Includes Bartow, Hialeah, Jacksonville, Ocala and Quincy, Fla. <sup>9</sup>Includes Los Angeles, San Francisco, So. San Francisco, San Jose and Vallejo, Calif.

<sup>10</sup>Canadian government quality premium not included.

<sup>11</sup>Canadian government quality premium not included.

## LIVESTOCK PRICES AT 10 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at 10 leading markets in Canada during the week ended Feb. 13 compared with same week in 1959, as reported to the Provisioner by the Canadian Department of Agriculture:

GOOD STEERS	VEAL CALVES	HOGS*		LAMBS Good
		1960	1959	
Toronto	\$22.29	\$25.88	\$35.00	\$36.36
Montreal	23.15	25.80	32.30	32.30
Winnipeg	20.63	24.48	31.66	34.25
Calgary	19.85	22.65	20.40	25.50
Edmonton	19.40	22.50	27.00	29.25
Lethbridge	18.75	22.50	17.75	20.75
Pr. Albert	19.35	22.45	25.50	27.75
Moose Jaw	19.25	23.10	31.50	29.00
Saskatoon	19.90	23.50	28.00	31.00
Regina	19.00	22.75	29.00	31.75

\*Canadian government quality premium not included.

## SOUTHERN LIVESTOCK RECEIPTS

Receipts at six packing plant stockyards located in Albany, Columbus, Moultrie, Thomasville, Ga.; Dothan, Ala.; and Jacksonville, Fla., week ended Feb. 20:

	Cattle and calves	Hogs
Week ended Feb. 20	2,335	20,200
Week previous (six days)	2,350	21,745
Corresponding week last year	2,871	20,572

## &lt;h2

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## PROVISIONER "APPROVED" BOOKS

The books listed below are selected from a number of sources. In the opinion of the editors of The National Provisioner they are factual, practical and worthwhile—and are approved and recommended accordingly.

### MEAT SLAUGHTERING AND PROCESSING

Contains information helpful to small slaughterer or locker plant operator interested in killing and meat processing. Discusses: fundamentals; plant location and construction; beef slaughter and by-products; hog slaughter; inedible rendering; canning processing; lard rendering; truck installations; curing; smoking and sausage manufacture.

Price ..... \$1.50

### FREEZING OF PRECOOKED AND PREPARED FOODS

This 560-page volume has 24 chapters and 124 illustrations. Included are processing instructions for food technologists, quality control people, packers, home economists and restaurateurs. Book is devoted exclusively to the production, freezing, packaging and marketing of baked foods, precooked and prepared foods.

Price ..... \$12.50

### FREEZING PRESERVATION OF FOODS

Covers all frozen foods comprehensively. Includes principles of refrigeration, storage, quick freezing, packaging materials and problems; specific comment on preparation and freezing of meats, poultry, fish, other items. Complete discussion through marketing, cooking, serving, transportation. 31 chapters, 282 pictures. 1214 pages.

Price ..... \$12.50

### HIDES & SKINS

A comprehensive work on rawstock for leather, covering takeoff, curing, shipping and handling of hides and skins; these subjects are discussed by experts in packinghouse hide operations, chemists, tanners, brokers and others based on lectures sponsored by National Hide Association. Jacobsen Publishing Co.

Price ..... \$8.75

### MEAT PACKING PLANT SUPERINTENDENCY

General summary of plant operations not covered in Institute books on specific subjects. Discusses plant locations, construction, maintenance, power plant, refrigeration, insurance, operation controls, personnel controls, incentive plans, time keeping, safety.

Price ..... \$4.50

### ACCOUNTING FOR A MEAT PACKING BUSINESS

Designed primarily for smaller firms which have not developed multiple departmental divisions. Discusses uses of accounting in management, cost figuring, accounting for sales.

Price ..... \$4.50

### PORK OPERATIONS

A technical description of all pork operations from slaughtering through cutting, curing, smoking, and the processing of lard, casings and by-products. Institute of Meat Packing.

Price ..... \$4.50

# The Meat Trail...



OPEN HOUSE in new location of Rueckert Meat Co., Inc., at 200 S. 21st st., St. Louis, was "tremendous success," reports Stanley O. Feldman, president, shown (right) in photo at left with Missouri Gov. James T. Blair during ribbon-cutting ceremony. More than 4,000 persons attended February 7 event, including some customers who traveled 150 to 200 miles to be on hand. Newly-refurbished plant, across the street from the former facility of the Rueckert meat purveying concern, previously housed St. Louis branch of Armour and Company, Chicago.

## Dr. Houston to Head Oregon Meat Inspection Program

Selection of Dr. M. L. Houston as acting supervisor of the Oregon state meat inspection program has been announced by FRED L. POPE, chief of the Animal Division, State Department of Agriculture.

Dr. Houston, assistant supervisor since last April, was named to the post upon the resignation of Dr. W. L. SEARLES, who has joined the U.S. Department of Agriculture and will work out of Chicago. Dr. Houston, who received the D.V.M. degree from Iowa State College, was a private and federal veterinarian for 18 years before joining the Oregon State Department of Agriculture.

## PLANTS

Suburban Foods, Inc., has taken over the former Borden Co. building on Raymond blvd. in Newark, N. J., under long-term lease and will consolidate its New York City and Newark meat processing operations in the new location May 1, JULIAN S. KRAMER, president, an-

nounced. He said the 35,000-sq.-ft. plant, after renovations, will operate under federal inspection. Suburban Foods supplies the home food service plans of R. H. Macy & Co. in New York and the L. Bamberger & Co. stores in New Jersey. It also processes meat products for supermarkets, hotels and restaurants. Growth of the business has made it necessary to acquire larger, more efficient quarters, Kramer said. The firm initially will employ about 100 persons in the new plant, including personnel transferred from New York City. The present quarters at 45 Clinton st., Newark, will be taken over by Tantleff Beef Co.

Fire destroyed the meat processing plant owned by WARREN WOLFE near Minford, O.

A professional baseball player has purchased Garden City Packing Co., Garden City, Kan., from RAYMOND WRIGHT and changed the name to City Packing Co. The new owner is OSCAR PICKERING of Lawton, Okla., third baseman assigned by the New York Yankees to Amarillo in the

Class AA Texas League. Pickering's father, Bob, formerly in the construction business, will manage the meat packing plant.

Plans to remodel a former poultry processing plant in Avon, Ill., for use as a cattle and hog slaughtering and processing plant have been announced by MERLIN NICHOLS of Avon. He said the plant will employ 25 persons and have a daily slaughtering capacity of 100 hogs and 25 beef cattle.

A Louisiana charter of incorporation authorizing capitalization of \$20,000 has been issued to Rawls Provision Co. Inc., P. O. Box 668, Opelousas, La.

Approximately 600 persons attended the grand opening of the new Breunig Brothers Rendering Plant, situated about four miles east of Wahoo, Neb. The new push-button operation replaces a plant formerly operated by the Breunig brothers west of Wahoo. JOE BREUNIG is president of the company; JEROME, vice president; RICHARD, secretary and EUGENE, treasurer. The firm employs 19.

## JOBS

F. L. DIX has been named head of the frozen food department of Swift & Company, with headquarters at the general office in Chicago. Dix started with Swift in 1947 as a salesman at Sioux City and held various sales positions in that city until 1956, when he was transferred



F. L. DIX

to the Chicago general sales department. He returned to Sioux City in 1958 as sales manager for city sales. Most recently, he has been on the staff of H. E. WILSON, Swift vice president, in Chicago.

HUBERT SEIPEL has been elected vice president of Maryville Packing Co., Maryville, Mo., to fill the vacancy caused by the death of JOHN MANNSCRECK. He also was elected to the board of directors. MARTIN SUSS is president of the firm.

ROGER E. BRICKMAN, manager of the grocery products division of John Morrell & Co., Chicago, has announced three promotions in the sales organization for Broadcast canned meat products of the com-

pany's Illinois Meat division. MERLE STONE, formerly midwest division sales manager, has been appointed national sales manager for Broadcast canned meats. GORDON WAGNER, transferred from Grand Rapids, Mich., has been named to succeed Stone as midwest division sales manager, and JAMES J. BOOSALIS has been appointed southern division sales manager. All three will head-quarter in Chicago.

W. W. LOWRY has been appointed sales manager of Valleydale Packers, Inc., Bristol, Va. He has served in similar capacities with meat packing firms in Nashville, Tenn., Chicago and Atlanta, Ga.

HAROLD CORDES has been promoted to head cattle buyer on the Chicago market for Food Fair Stores, Inc., Elizabeth, N. J. He was a cattle buyer for Swift & Company in Chicago and Omaha for 23 years before joining Food Fair Stores three and one-half years ago.

LEO J. HANSEN has been appointed chief of the taste testing and food technology section of the Oscar Mayer & Co. research department in Madison, Wis. He succeeds the late MAYNARD W. BESSERT. Hansen received the Ph.D. degree in dairy and food industry from the University of Wisconsin in 1953 and has been with Oscar Mayer since 1956.

## TRAILMARKS

ALFRED BONAHOOM, co-owner of Wolverine Packing Co., has been elected president of the Independent Slaughterers & Wholesalers of Detroit. Other officers elected at the association's annual meeting are: vice president, TED CHICK, Munteen Packing Co.; treasurer, MORRIS TORPEL, Monarch Packing Co., and executive secretary, GERSON BERNSTEIN. The group meets on the first Monday of every other month.

Geo. A. Hormel & Co., Austin, Minn., announced that it has exercised options on 79 acres of land near Princeton, Ill., and will assume possession March 1. Plans for the land were not revealed.

The board of directors of the National Renderers Association has appointed Dr. ALLEN BERNE-ALLEN of Sarasota, Fla., as research consultant. A professional chemical engineer, he is registered in New York and South Carolina. Dr. Berne-AlLEN was a professor and head of the department of chemical engineering at Clemson Agricultural College, Clemson, S. C., for seven years before going to Sarasota to reside. He also has been associated with the

University of California at Berkeley, E. I. du Pont de Nemours & Co. and Standard Oil Co. (N. J.) and was a major in the Army chemical corps during World War II. He received the Ph. D. degree from Columbia University in 1936 with a major in chemical engineering.

By-products broker WALTER P. QUINN, formerly with E. G. James & Co., Chicago, now is associated with Legatzke & Phelan, 327 S. LaSalle st., Chicago. Telephone number is HArrison 7-3295.

ARLIE MUCKS, sr., director of live-stock promotion at Oscar Mayer & Co., Madison, Wis., was elected president of the Wisconsin Livestock and Meat Council at the group's first annual meeting in Madison.

The annual convention of the Seventh Regional Area, National Renderers Association, will be held for the first time in the spring. The meeting is set for Friday and Saturday, March 25-26, at the Roosevelt Hotel, New Orleans.

Weiland Packing Co., Inc., Phoenixville, Pa., which reduced its truck accident rate 34 per cent in 1959, received a "certificate of progress" from the Private Truck Council of America, Inc., at the group's 21st annual convention in New York City. CHARLES T. WEILAND, vice president of the company, accepted the award, which was presented by WILLIAM HULTS, commissioner of motor vehicles for the state of New York. Hults commended the com-

pany and its drivers for the improvement. Weiland's trucks logged nearly 1,000,000 miles in 1959.

Dr. JOHN F. MURPHY, director of laboratories for Swift & Company, Chicago, was among witnesses who appeared before the House armed services committee this week to support the position taken by the Chicago Association of Commerce opposing the relocation of the Quartermaster Food and Container Institute for the Armed Forces from Chicago to Natick, Mass. The committee voted to delay the proposed transfer pending investigation.

Sales of The Hull & Dillon Packing Co., Pittsburg, Kan., for the fiscal year ended October 31, 1959, totaled \$3,124,849.58, and net income for the year was \$48,748.34. L. H. ALBUS, president, reported at the annual meeting of shareholders. Prospects for the current fiscal year are good, Albus said, and sales are ahead of the comparable 1959 period. All officers and directors of the company were re-elected. In addition to Albus, officers are EARL DECKARD, vice president and general manager; E. V. BAXTER, treasurer, and JOHN PLUMMER, secretary.

Two Armour and Company truck drivers, not otherwise identified, were hailed by the Milwaukee Sentinel as "Good Samaritans in the Storm." About 2,200 employes at the A-C Spark Plug plant in Oak Creek, Wis., trapped by the recent big blizzard, were forced to spend the night at the plant. Two Kenosha-



**SPECIAL EDITORIAL** group named by American Meat Institute's sales and merchandising committee to edit materials for AMI 1960 sales managers' training program meets with Edward H. Hampe, jr. (right), vice president of Kiely, Dechert & Hampe, Inc., Chicago firm that will be in charge of program. Others standing (l. to r.) are: C. R. Musser, vice president, general sales division, Wilson & Co., Inc., Chicago; Ralph Keller, general manager of Chicago sales operations, Geo. A. Hormel & Co., and John H. Moninger, director, special services, AMI. Seated are Arthur Lavin, vice president and treasurer in charge of sales and advertising, The Sugardale Provision Co., Canton, O., and John North, director of sales training, Swift & Company.

THE NATIONAL PROVISIONER, FEBRUARY 27, 1960



THE 54-YEAR career of Dr. C. S. Rockwell as a state and federal meat inspector is exceeded by his record as a University of Pennsylvania football fan. He has attended all homecoming football games for the past 58 years, as well as the annual sports banquets. Shown examining product at Kunzler & Co., Inc., Lancaster, Pa., Dr. Rockwell received the D.V.M. degree in 1906. He has been a Pennsylvania state inspector for the past 22 years and previously was a federal inspector for 32 years.

bound Armour trucks got stuck in the drifts that same evening, and the drivers sought shelter at the A-C plant. Advised by guards as to the plight of the working force, the drivers went back to the trucks for food, returning with canned hams, bacon and frankfurters.

The Algona (Ia.) Industrial Development Corp. and the Iowa Development Commission announced that Wilson & Co., Inc., Chicago, has acquired an opinion on 50 acres of land northeast of Algona and indicated that the site might be used for a hog slaughtering plant.

GORDON HATCH, owner of Hatch Packing Co., Portales, N. M., has been installed as president of the Roosevelt County Chamber of Commerce in Portales.

JAMES W. SMITH, head cattle buyer for Cee Bee Packing Co., Chicago, for the past 13 years, now is operating his own cattle order buying firm, James W. Smith & Co., on the Chicago market.

ROBERT DAVIS of The Rath Packing Co., Waterloo, Ia., was scheduled to address the 48th annual meeting of the Arkansas Valley Stock Feeders Association in Las Animas, Colo.

The driver safety program conducted by Peters Meat Products, Inc., St. Paul, produced nearly perfect results during the past year, an-

nounced RALPH J. PETERS, vice president. Thirty drivers achieved 12 full months of accident-free driving during 1959. Awards and cash bonuses were presented to them at the firm's annual sales meeting.

Burglars broke into the plant of Marr Meat Packing Co. at San Juan, Tex., for the third time in six weeks and finally managed to remove and pry open the safe. HAROLD MARR, a partner in the firm, said no money was in the safe but its contents—15 years of records, mortgage papers and insurance policies—were burned by the burglars.

CHARLES E. GILLETT of Home Made Sausage Co., Milwaukee, has been elected president of the Mitchell Street Advancement Association in that city.

JOHN E. THOMPSON, president of Reliable Packing Co., Chicago, was among speakers at the second Midwest Livestock Marketing Conference held recently at Iowa State University, Ames.

DALE CARPENTER of Red Bluff, Cal., has been re-elected president of the California Pork Producers Association. JESSE T. BELL, head of the Fresno State College swine department, was named California's "Swine Man of the Year" for 1959 at the annual meeting.

DAVID J. LAVIN of The Sugardale Provision Co., Canton, O., has completed the 13-week advanced management program at Harvard University. He was the first of several Sugardale executives to go through the program covering all aspects of business operation.

Among the many benefits the program offers is the rare opportunity to discuss business problems and concepts with 135 executives of varied industries from all parts of the nation and overseas, Lavin reported.

## DEATHS

DONALD M. DONALSON, 36, assistant credit manager of the Armour and Company plant at Oklahoma City, died recently.

SAMUEL FREDERICK DIXON, 82, who founded Dixon Packing Co., Houston, Tex., nearly 50 years ago, died of a heart attack. He was active as president of the company until he was stricken. Surviving are the

widow, LILLIAN, and a son, FRED, who is general manager of the packing company.

EMORY J. HURLEY, 65, who operated Hurley Meat Co. in Phoenix, Ariz., from 1923 until 1942, suffered a fatal heart attack while driving his car in Phoenix.

GEORGE W. SCHAEFER, who was associated for the past five years with Cunningham Bros., Inc., New York City, died recently. He previously served for many years with the firm bearing his father's name, George Schaefer & Sons, Inc.

LOUIS F. WILSHIRE, 84, dealer in packinghouse equipment and supplies in Dayton, O., for the past 35 years, died recently. He contacted packers throughout Ohio in his business. Two brothers and a sister survive.

MRS. MYRTLE ALDEN BLACK, 63, long-time treasurer and office manager for the American National Cattlemen's Association, Denver, died after a short illness. She had been with the American National for 30 years.

WILLIAM MIRMAN, 56, a partner with his brother, HARRY, in Copley Packing Co., Akron, O., is dead.

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*PRESCO LEKTRO-STUN*

## KIMPA Hails Agency's Meat Inspection Plans

The Kansas Independent Meat Packers Association is hailing the news that the State Board of Health will propose to the 1961 legislature passage of a bill to make inspection of meat and meat products mandatory throughout the state and will include in its 1961 budget proposal a request for \$225,000 for state-wide, state-paid inspection.

"This would mean that the one-third of all meat now consumed by Kansas families with no inspection would be inspected," KIMPA pointed out, adding:

KIMPA officials believe that these proposed actions, confirmed by Dr. Geoffrey Martin, executive secretary, Kansas State Board of Health, are decisive steps forward in its efforts for state-wide, state-paid inspection. Although the State Board of Health has approved such legislation in the past and endorsed it before the various legislative committees, it has never before initiated action by actually requesting the budget expenditure in its regular budget submitted to the governor and legislature.

"Not only will this mean greater protection for the meat-consuming

public of Kansas, but it will, if and when enacted, end voluntary inspection. According to Evan Wright, chief, Food and Drug Division, State Board of Health, state-wide inspection on the old fee basis would not be feasible and would tend to discriminate against small establishments in isolated areas, particularly in the western half of the state. To provide inspection on the fee basis to such plants would be practically prohibitory in cost and, in addition, is contrary to the modern belief that health regulation should and must be tax paid.

"And let it be said here, at this early date, that it will be necessary for every meat packer in Kansas to get 'on the ball' and make this necessary legislation a reality."

## Oscar Mayer Consents to Cease and Desist Order

Oscar Mayer & Co., Madison, Wis., has waived hearing on charges of Packers and Stockyards Act violations and consented to issuance of a cease and desist order, the U. S. Department of Agriculture announced recently.

The order requires the company to cease and desist from: 1) Making incorrect entries in scale tickets for

the purpose or with the effect of increasing the amounts paid by the firm to certain producers for livestock for slaughter; 2) Failing to retain copies of all scale tickets issued, and 3) Providing free trucking in connection with the purchase of livestock for slaughter.

In addition, the company is ordered to keep accounts, records and memoranda that will fully and correctly disclose all transactions involved in its business as a packer.

## Albert Lea Hearing on Wilson Area Annexation

A hearing on whether an area near Albert Lea, Minn., which includes the Wilson & Co. meat packing plant, should be annexed by that city has been ordered by the Minnesota Municipal Commission. The hearing is set for 10:30 a.m. Wednesday, March 2, in the city hall.

If the commission is convinced by the testimony that it would be advantageous to both the city and the area affected to merge, it could order an election on the annexation. The hearing was requested by the Albert Lea city council. If an election is ordered, residents of both the city and the affected area would be eligible to vote.

## Fatten Your Pay Day with the NEW

**Autoflay**  
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**PADCO**  
PRODUCT

NEWEST, most improved skinning machine makes experts of unskilled help, produces hides without cuts or scores, increases carcass yields by reducing fat loss . . . Electric or pneumatic models; lighter weight; American-made; sealed bearings; standard parts; reversible blades double their life. The savings pay its cost!

For full story, with prices and distributors, write today

**Packers** DEVELOPMENT CO.  
442 Glenwood Road • Clinton, Conn.



## Sioux City has Corn Fed Beef

National packers report their branch houses demand Sioux City beef . . . best in the Nation. Fill your order for quality corn fed beef today!

### Call these Order Buyers . . .

Cone, Frank W. and Co.	HC	Holbrook, Omar	C
Erickson and Jones	C	Holman, Currier	C
Garry, W. W. & Co.	HC	Johnson, Bob	H
Grueskin Bros. & Sacks	C	Line & Co., R. Q.	S
Harmon, Doyle	C		
Harvey, John & Co.	CS		
Hayes, William C.	H		

C—Cattle  
H—Hogs  
S—Sheep

**Sioux City Stock Yards**

PACESETTER OF MAJOR MARKETS



In the Heart of the Corn Belt . . . Where Quality is King!



## 150 suppliers of REFRIGERATION MACHINERY AND REFRIGERANTS

are listed in the classified section of the PURCHASING GUIDE . . . beginning page 118 . . . eleven pages of manufacturers' product information in catalog section E.

For EFFICIENT PURCHASING use the "LOW PAGES" of the Meat Industry

**The  
Purchasing GUIDE for the Meat Industry**

A NATIONAL PROVISIONER PUBLICATION

THE NATIONAL PROVISIONER, FEBRUARY 27, 1960

## CLASSIFIED ADVERTISING

Undisplayed: set solid. Minimum 20 words, \$5.00; additional words, 20c each. "Position Wanted," special rate, minimum 20 words, \$3.50; additional words, 20c each.

Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number.

### PLANTS FOR SALE

FOR SALE or LEASE: Small packing house and feed yards, 50 acres of land. Located in northern New Mexico. Closest packer 130 miles. Established wholesale meat business, presently serving 4 counties. Limited capital needed. Write to Box FS-77, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

LOCKER PLANT: For sale or rent. Three man operation. 2 acres of ground-house. Wonderful opportunity for middle aged man. Owner retiring from business. For resume write Box FS-78, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MEAT PACKING PLANT: For sale. Cattle, calves, hogs. Government inspected. Located in eastern Pennsylvania. FS-104, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MEAT PACKING PLANT: And sale barn combined. Doing 2½ million. Terms. CLINTON PACKING CO., P. O. Box 148, Clinton, Illinois.

### EQUIPMENT WANTED

WANT TO BUY: USED TY LINKER. GIVE PRICE AND DETAILS. EW-79, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

#### RED LION CRACKLING EXPELLER

Must be good, advise price and where it can be inspected. Write GREEN HILL, Inc., Elliston, Virginia.

WANTED: U. S. Slicer, Series 170 or 150. Advise condition, price. Notify SAM KOTZ, 733 East Adams St., Syracuse, N. Y.

WANTED: KOLD-HOLD Plates for peddle trucks. Must be small and in excellent condition. PFALTZGRAF MEATS, Box No. 3, New Riegel, Ohio.

### BUSINESS OPPORTUNITIES

WHOLESALER IN WASHINGTON, D. C. seeks experienced manager or partner of high integrity. W-90, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

#### T. G. KOPLOCK & CO. INC.

##### "Standards for Packers"

Used Equipment and Packers Supplies  
1442 N. Cleveland Ave. Canton 3, Ohio  
Glendale 4-9054

WE ARE INTERESTED: In hearing from slaughterers who would like to sell one or more loads of mixed grades of beef on a steady basis. W-91, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

### HOG • CATTLE • SHEEP

### SAUSAGE CASINGS ANIMAL GLANDS

Selling Agent • Order Buyer  
Broker • Counsellor • Exporter • Importer

**SAMI S. SVENDSEN**  
407 SO. DEARBORN ST., CHICAGO 5, ILL.

THE NATIONAL PROVISIONER, FEBRUARY 27, 1960

Count address or box numbers as 8 words. Headlines, 75c extra. Listing advertisements, 75c per line. Displayed, \$11.00 per inch.

### CLASSIFIED ADVERTISING PAYABLE IN ADVANCE PLEASE REMIT WITH ORDER

### EQUIPMENT FOR SALE

#### ANDERSON EXPELLERS

All Models, Rebuilt, Guaranteed

We Lease Expellers

PITTOCK & ASSOCIATES, Glen Riddle, Penn.

FOR SALE: Frozen meat cutter, model 16-24 Hydraulicer, cost \$3,000 new, six years old, in working order. \$600.00 F.O.B. Ohio. Write Box FS-76, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SILENT CUTTER: Buffalo Model 44-B, new in 1956, used only 18 months. Self unloader, in excellent condition. ELLIOTT'S MEAT PRODUCTS, Inc. Box 137, Charlottesville, Virginia.

SEELBACH: 600 lb. capacity cut-mix, complete with two speed motor, used less than one year. FS-101, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOP SALE: SEELBACH 400 lb. capacity cut-mix with 2 speed motor, used less than one year. Will be sold for the highest offer. FS-102, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BEST CASH OFFER: Takes 300 lb. cut-mix in new condition. FS-103, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ALEXANDER WERK MATADOR MEAT GRINDER. In very good condition. 15 H.P. motor. KARL EHMER, INC. 63-35 Fresh Pond Road, Ridgewood 27, N. Y.

FOR SALE: U. S. H.D. #3 Bacon Slicer, top condition. Complete. \$1395.00 ECKERT PACKING COMPANY, P. O. Drawer 388, Defiance, Ohio.

FOR SALE: YORK Ammonia compressor. 6 x 6, with motor. A-1 condition. Call GLADSTONE 2-5691, Zanesville, Ohio.

### MISCELLANEOUS

#### SHEEP CASINGS

Processor has approximately 500 bundles of sheep casings of full range of sizes, weekly, available for export market; with capacity to greatly expand if profitable.

Willing to do business on wholesale prices.

Some details of your preferences regarding selection, millimetre range, number of strands, yardage per hank, etc., would be appreciated, as well as an indication on prices.

Full references available to interested parties. We desire to open up a continuing and mutually happy arrangement with a genuine firm, preferably a manufacturer if possible.

We are a local Company with no affiliations, either here or overseas. Please reply:

INDEPENDENT CASING CO. PTY. LTD.  
Box 11, GARFIELD, Victoria, AUSTRALIA

#### EXPORTER & IMPORTER OF CASINGS

Distribution organization own selecting plant desires connection with producer or exporter for mutual business in Germany and European countries.

PAUL WILHELM owner A. J. ELIAS, 49 STERNSTRASSE, Hamburg 6 GERMANY

## BARLIANT'S WEEKLY SPECIALS

We list below some of our current offerings for sale of machinery and equipment available for prompt shipment at prices quoted F.O.B. shipping points.

#### Current General Offerings

##### Sausage & Bacon

2499-MINCEMASTERS: (2) Griffith Lab., stainless steel neck & cutting chambers, horn & replaceable wearing rings, knife sharpener, plates, recently rewound 50 HP. motors. ea. \$2,250.00

2424-BACON FORMING PRESS: Anco #800, 9 slabs/min., 7½ H.P. motor. \$2,750.00

2374-FROZEN FOOD SLICER: GEMCO, stainless top, deluxe model, 3 HP. \$2,750.00

2320-SLICER: Anco mdl. 832 w/#834 Stackér, Check Weigh & Bagger Conveyor, 3 mnl. #253 Exact Weight Scales. Bids requested

2298-SLICER: U. S. Heavy Duty #3, w/mtr. \$895.00

2409-BACON CURING MACHINE: Griffith "Pneumatic," stainless contact parts, ½ H.P. \$775.00

2304-GRINDER: Anco #766A, 8½" plates, 50 HP. motor, A-1 condition. \$1,450.00

2388-GRINDER: Buffalo #46-B, stainless steel hopper, 15 HP. w/plates & knives. \$400.00

2247-GRINDER: Globe #5057-54, 6" plates & knives, newly refined bowl & worm, 7½ H.P. \$595.00

2297-GRINDER: Enterprise, 5" plates & knives, stainless steel hopper, 5 HP. mtr. \$495.00

2319-VACUUM MIXER: Buffalo #4-A, 1000# cap., 10 HP. mtr., fill type. \$1,150.00

2391-MIXER: Buffalo #4-A, 1000#, 10 HP. \$725.00

2306-MIXER: Keebler 200# cap., newly tinned bowl & paddles, 2 HP. gearhead mtr. \$425.00

2486-SILENT CUTTER: Buffalo 49-B, 300 lb. cap., with knives, 25 HP. motor. Bids requested

2337-SILENT CUTTER: Buffalo #32, w/stainless 11" knives, 7½ H.P. motor & stand. \$625.00

2500-STUFFER: Buffalo 500# cap., in A-1 condition, with new gaskets. \$1,350.00

2385-STUFFER: Anco 500# capacity. \$1,250.00

2386-STUFFER: Boss 400# capacity. \$950.00

2044-STUFFER: Buffalo 100# cap., w/piping & valve, A-1 condition. \$675.00

2389-STUFFING TABLES: stainless steel top, 10' long, 46" wide, 2" lip edge. ea. \$165.00

2235-SAUSAGE CASING APPLIER: Buffalo \$95.00

2237-LOAF DIP TANK: Advance, stainless steel model, gas fired. \$25.00

2110-LOAF MOULDS: (350) Globe Hoy #66-S, stainless steel, 10" x 4½" x 4½". ea. \$5.00

2296-HAM MOULDS: (300) stainless steel, Adelmann #1-0-E and #2-0-E, factory converted for use as Hoy #108 & #109 models, w/covers. ea. \$12.75

2323-LOAF MOULDS: (475) D-I-S, stainless steel, 10" x 3½" x 3½". ea. \$5.25

2187-LOAF PANS: (300) Best & Donovan, stainless, 6# cap., 10" x 5" x 4". A-1 cond. ea. \$2.25

#### Rendering & Lard

2482-HYDRAULIC PRESS: Anco 300 ton, with steam Pump. \$1,750.00

2498-HYDRAULIC PRESS: Anco #614, 150 ton, 14" piston, w/Anco #618 Electric Pump. \$3,250.00

2087-EXPELLER: Anderson "Red Lion", factory rebuilt, A-1 condition. \$4,800.00

1933-COOKER: Dupps 4 x 10', jacketed hoods, 20 HP. motor & drive. \$2,500.00

2400-BLOOD DRYER: 5 x 16', 40 HP. Bids requested

2325-FILTER PRESS: Anco #221, 15-18" plates, w/centrifugal pump. \$875.00

2481-CRACKLING GRINDER: J. B. Sedberry, size 4WDC-320, 24" x 20" opening, 75 HP. \$1,450.00

2485-HAMMERMILL: Nylers Sherman model 5-A-2, 5 ton meat scrap/hr., 25 HP. mtr., w/bagging screw, extra screens. \$650.00

#### Miscellaneous

2249-PORK-CUT SKINNER: Townsend #27 reconditioned & guaranteed. \$575.00

1779-BELLY ROLLER: Globe #12448, 22" x 36" dia. roll, galv. slot conveyor, 2 H.P. mtr. \$900.00

2487-THREE FLOOR ELEVATOR: New, never-used, 2500 lb. capacity, available at discount, advise if interested.

2379-BARREL WASHER: similar Anco #41, 7½ H.P. V-belt drive. A-1 condition. \$1,250.00

2214-MAGNETIC TRAPS: Casco 190 & 195. ea. \$95.00

2431-KETTLE: Pfaudler, 100 gal. cap., stainless steel, steam jacketed, 100# WP. ASME. \$295.00

2328-KETTLE: Cherry-Burrell model VASO, stainless steel, steam jacketed, 50 gal. cap. \$225.00

All items subject to prior sale and confirmation

• New, Used & Rebuilt Equipment

• Liquidators and Appraisers

WRITE FOR FULL PARTICULARS

1631 S. Michigan Ave., Chicago 16, Ill.  
WAbash 2-5550

**BARLIANT & CO.**

# CLASSIFIED ADVERTISING

[Continued from page 41]

## POSITION WANTED

**SUPERINTENDENT or FOREMAN:** Thoroughly experienced in full line plant operation especially pork kill, cut, beef kill, pork and beef boning. All rendering. Related departments and department set-up. Personnel training. Available immediate. W-93, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**PRODUCTION SUPERINTENDENT:** 5 years' experience in the packaging field and 10 years' in the meat industry. Sausage, smoked meats and curing. Know yields, costs and packaging material types and costs. Married, 2 children, age 34. W-94, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**POSITION DESIRED:** With packer in southeast. 46 years old, high school graduate, 2 years' college accounting, 25 years in sausage manufacturing. Also experience in slaughtering and cutting operations. Available upon 30 days notice to present employer. W-61, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**MANAGEMENT:** 12 years' practical and managerial experience in pork, beef, sausage and related operations. Desires a position as assistant to the manager of a progressive firm. W-80, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**SAUSAGE FOREMAN:** Will relocate anywhere. Intelligent formulations, cost and quality control. References. W-52, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## HELP WANTED

### GENERAL MANAGER

**\$50,000 or More:** Per annum, also participation in earnings, with an independent U. S. inspected meat packing company with several small packing plants and branch houses throughout the U. S. This is a challenge to a top-notch executive with all around PROVEN BUSINESS ABILITY. Knowledge of purchasing livestock, processing and above all, the ability to promote packaged goods sales. W-92, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## HELP WANTED

### CONTROLLER

An unusual opportunity for a man qualified to assume controllership of a large well-known Midwest meat packing firm. Must have at least five years experience in the meat packing industry and be familiar with the processing cost problems peculiar to the industry.

Three major qualities desired:

1. Experience.
2. Initiative and ability to develop creative management reports.
3. Ability to work as a team member.

Salary open. Write in complete confidence to our Management Consultants, Box W-95, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### COST ENGINEER-PRODUCTION MANAGER

Man with industrial engineering background to set up and maintain standards, to improve productivity and to control manufacturing costs, i.e., production personnel and movement of materials and products within the plant. Enviable opportunity for right person to become part of management team of small but very progressive and well-known sausage manufacturer located in large midwest city. Write in strict confidence to Box W-96, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**EXPERIENCED MAN WANTED:** By leading New England processor, to take charge of canned ham and picnics operation. State age, qualifications and salary requirements. W-72, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

**MEAT SPECIALTY SALESMAN:** New York state-eastern Pennsylvania territory, by midwestern packer. Want aggressive experienced representative. Age 35-45. Replies confidential. W-88, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## HELP WANTED

### GENERAL MANAGER

**MEDIUM SIZED:** Plant in midwest needs man familiar with all operations. Must be able to handle all phases of the business. Excellent opportunity. Position is available immediately. Please send complete resume of education and experience. W-97, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**INDUSTRIAL ENGINEER:** Practical time study, meat industry, experience required. Will assist department head in large independent midwest southern meat packer. Write complete personal and experience data, salary requirements. All replies strictly confidential. W-98, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**HOW ABOUT A JOB?** As head of maintenance and engineering for an eastern packer with multiple plant operations. If you can do layouts, figure costs, know refrigeration and are able to line up maintenance and construction jobs, we have the one you want. Good salary and opportunity. W-99, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

**RESIDENT SALESMAN:** To handle top equipment line in New York, New Jersey, Pennsylvania and neighboring areas. Packinghouse experience essential. Salary commensurate with background and ability. Reply to Box W-56, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**WE NEED:** A good ham boning foreman. Must be aggressive, know yields, costs and able to operate efficient department. Salary and opportunity very good. Eastern packer. W-100, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

**TWO TOP COOKER MEN WANTED:** With experience. To work with progressive meat packing plant in the west, and be able to operate most modern equipment. Reply to Box W-79, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## "BUY" HILGER ICE MAKERS

### FLAKE—CHIP—FRAGMENT ICE

Also  $\frac{3}{4}$ " Thick Ice Pieces

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Give your meat products all the advantages of Monosodium Glutamate plus its own delicious aroma.

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## 57 COMPANIES

### SUPPLY CLEANING COMPOUNDS



You'll find them all listed in the  
"YELLOW PAGES" of the Meat Industry . . .  
starting on page 43

**Guide for the Meat Industry**

A NATIONAL PROVISIONER PUBLICATION

THE NATIONAL PROVISIONER, FEBRUARY 27, 1960

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